

The

CHEMIST AND DRUGGIST

Established 1859

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OCTOBER 26, 1935

Annual Subscription (with
Diary) 20/-, Single Copies 9d.



TRADE MARK

SAPO CARBONI
WRIGHT'S
COAL TAR SOAP
ETERGENS

CONSISTENTLY ADVERTISED
THROUGHOUT THE YEAR.

Wright's
Coal Tar
Soap

REGD. 498662

Trade MARK

SAPO CARBONI
WRIGHT'S
COAL TAR SOAP
ETERGENS

SAPO CARBONI
ETERGENS
WRIGHT'S
COAL TAR SOAP

Bursts of Advertising, in
whatever form, do not
maintain the steady de-
mand which, in practice,
proves to be the backbone
of Retail Trade Profits.

WRIGHT LAYMAN & UMNEY
SOUTHWARK Limited LONDON

Aspirin?

"He-flo" of course!

Made by
W. J. Bush & Co. Ltd.

Sold by
H. W. Graesser-Thomas, Ltd.
49, Leadenhall St. London, E.C.3

PRODUCT & PRICES	COMPOSITION	INDICATIONS	SUGGESTED DOSAGE
ADEXOLIN Liquid ½-oz. phials - - 2/6 2-oz. bottles - - 7/6 4-oz. bottles - - 12/6 8-oz. bottles - - 22/6	Standardised, virtually tasteless and inodorous concentrate of Vitamins A and D containing 12,000 and 2,000 international units respectively per cc. (20 times medicinal cod-liver oil potency).	Epithelial infections. Antenatal routine, to prevent puerperal pyrexia and promote foetal development. Prophylaxis of infantile infections and deficiency diseases. Promotion of dentition and skeletal growth. Treatment of measles and other exanthemata.	Prophylaxis, from 10-20 drops daily (2 drops in every bottle feed). Treatment: Up to 20 drops every waking hour. ½ m. dropper supplied.
ADEXOLIN Capsules Boxes of 25 - - 2/9 Boxes of 100 - - 8/6 Tins of 500 - - 30/6 Tins of 1,000 - - 56/-	6,000 international units of A and 1,000 of D in each 3 m. capsule (equivalent in potency and balance to 10 cc. of medicinal cod-liver oil).		1 capsule daily up to 1 every waking hour (1 daily for the last 100 days of pregnancy).
SYRUP MINADEX 6-oz. bottles - - 2/6 8-oz. bottles - - 22/6	Therapeutically active principles of Syr. Ferri Phos. Co. (iron, calcium, phosphorus, sodium and potassium) and of cod-liver oil (Vitamins A and D) combined and reinforced with copper & manganese. Appetising flavour.	A valuable general tonic specially suitable in composition and flavour for convalescent and debilitated children. Useful also in preventing relapse after infections.	½-2 teaspoonfuls up to thrice daily, after meals.
FAREX Cereal Food 1-lb. pourer drums - 2/- (sufficient for 14 meals)	Rich in every essential dietetic factor except vitamin C. Proteins (15.0%), carbohydrate (72.0%), fat (2.5%), reinforced with minerals and vitamins A, B complex and D. Calorific value 110 per oz.	Complete food for convalescents. Dietetic treatment of gastric disorders (including gastric ulcer). Weaning.	2-3 heaped dessertspoonfuls with hot or cold milk or soup, broth, beef tea, meat extract, etc. Or as instructed by the physician. Needs no cooking or special preparation.
OSTOCALCIUM Tablets Tins of 50 - - 2/9 Tins of 100 - - 4/6 Tins of 500 - - 13/9	The first calcium tablet to incorporate adequate vitamin D: 7½ grs. calcium sodium lactate and 500 international units of Ostelin vitamin D (Calciferol G.L.)	All conditions associated with calcium deficiency. Calcium therapy during pregnancy and lactation. Menorrhagia.	1-12 tablets daily (6 a day is the usual maximum). Tablets may easily be halved, quartered, or crushed and dissolved taken in water.
FERROUS SULPHATE Tablets G.L. Bottles of 100 - 2/6 Tins of 500 - 7/6	In each 3 gr. tablet:—1 gr. iron (ferrous) and 0.01 gr. copper and manganese respectively. Each tablet therapeutically equivalent to 15 grs. Blaud's Pill B.P.	All microcytic and iron deficiency anaemias.	2-9 tablets daily, after meals.
COLLOIDAL CALCIUM with OSTELIN 6 × 1 cc. ampoules - 5/- 30 cc. bottles - - 10/-	A sterile aqueous solution containing 5,000 international units of vitamin D (Calciferol G.L.) and 0.5 mgm. of colloidal calcium.	Capillary vasomotor disorders (e.g., chilblains and urticaria). Capillary hemorrhages. Delayed union of fractures.	1 cc. subcutaneously at intervals of 2-7 days. In severe cases up to 1 cc. a day.
OSTERMILK No.1 In 1-lb. tins - - 2/-	Fully humanised milk food adjusted in fat and protein content and enriched with Vitamin D (200 international units per pint reconstituted) and iron (5 parts per million reconstituted).	To supplement or, when necessary, replace breast milk. Specially suited for the first months, and for delicate infants.	FORMULA Powder Liquid Per cent. Fat 20.0 2.5 Protein .. 17.0 2.1 Lactose .. 56.0 7.0 Ash 3.9 0.5 Citrates, etc. .. 1.1 0.1 Calorific value per oz. 137 17.1
OSTERMILK No.2 In 1-lb. tins - - 2/-	Standardised full-cream milk food enriched with vitamin D (165 international units per pint reconstituted) and iron (5 parts per million reconstituted). Has the full fat and protein content of cow's milk.	For older infants. The change-over from Ostermilk No. 1 is usually made at the third or fourth month.	Fat 26.5 3.3 Protein .. 24.9 3.1 Lactose .. 38.5 4.8 Ash 5.6 0.7 Citrates, etc. .. 1.6 0.2 Calorific value per oz. 144 18.0

New Packs for Pond's

JARS AND TUBES RE-STYLED TO MATCH THE REST OF THE FAMILY



BY November 1st Pond's two creams will be marketed in the same jade-green colour scheme already adopted for their other products — the big jars matching the smart little "sixpennies" which have proved such a success. Supplies of the new-style jars and tubes of Pond's Creams will be available either direct from the Company or through the wholesaler.

REDUCE YOUR OLD STOCKS

To enable our clients to dispose of their stocks of old-style containers, no press advertising for the new style will be made until after January 1st, 1936, since Pond's will be unable to accept old-style jars and tubes for credit or exchange. We would remind clients that no doubt a demand for the old-style packing will persist for some time after the introduction of the new.

SPECIAL ORDERING FOR OCTOBER

In order to meet demands for Pond's during October — the month previous to the change-over — Pond's will accept assorted orders for all lines to the value of £1, to include old-style jars and tubes, at best prices, carriage paid, providing clients have previously ordered £3 or £5 parcels direct or through wholesalers.

NEW DISPLAY MATERIAL

Very attractive display pieces for the Pond's ensemble will be available about the middle of November. SEE THAT YOU HAVE THEM.



RECAPTURE THE BULK SOAP TRADE

AVA quality at AVA prices
is a trump card in the
selling game you cannot
afford to discard.

SELL

AVA

TOILET SOAPS

WRITE FOR PRICE LISTS AND
SAMPLES

AVA LTD., 9 PARK HILL, LONDON, S.W.4

COUPON

Please send Price Lists and Samples of AVA
Toilet Soaps in bulk to

NAME

ADDRESS

C & D 26/10

StaffAllenS

PHYSIOLOGICALLY TESTED PRODUCTS



POTENCY CERTIFICATE

This Tincture of Digitalis contains 1 unit of activity in one millilitre, as determined by a biological test carried out by the Pharmaceutical Society of Great Britain.

STAFFORD ALLEN & SONS, Ltd.,
London & Long Melford, England.

Ref. No. M26/35

DIGITALIS

LEAF TINCTURE

STROPHANTHUS

TINCTURE

SQUILL

TINCTURE

ERGOTA PRÆPARATA

EXT. ERGOTÆ LIQ. B.P.

Through the lack of other reliable methods of standardising certain medicaments, the physiological test was introduced some time ago, particularly in the case of products, the active principles of which do not lend themselves to chemical assay. "StaffAllenS" physiologically tested preparations offer medicaments of guaranteed pharmacological strength and dependable therapeutic effect.

StaffAllenS also manufacture

ERBOLIN

(Biologically standardized ergot in capsules)

STAFFORD ALLEN & SONS LTD.

• MANUFACTURING CHEMISTS •

COWPER STREET, LONDON, E.C.2

INDEX TO ADVERTISERS

Aerograph Co., Ltd. (DeVilbiss Sprays) xviii	Cavendish Chemical Co. (New York), Ltd. (Atocin Tablets, &c.) viii	George, Ernest J., & Co. (Valuers, &c.) Col. Supp.
Ajotal, Ltd. (La-Toja Toilet Soap) 20	Christy, T., & Co., Ltd. (Musterole, Cachets, &c.) 28, 32	Glaxo Laboratories, Ltd. (Adexolin) ... 1
Allen, Stafford, & Sons, Ltd. (Digitalis, &c.) 4	Clark, Cicero S. (Cachets) xvi	Glycerine, Ltd. iv
Anglo-French Drug Co., Ltd. (Phospho-Soda (Fleet), &c.) xiv	Clark, S. F. (Valuer, &c.) Col. Supp.	Graesser-Thomas, H. W., Ltd. (Aspirin "Free-Flo") Cover
Armstrong Cork Co., Ltd. (Corks) 12	Clements, Newling & Co., Ltd. (Display Stands) 22	Guest, T., & Co., Ltd. ('Sure Shield' Throat Tablets) 24
Arnfield, J. C., & Sons, Ltd. (Raspberry Vinegar, &c.) v	Continental Laboratories, Ltd. (Anti-peol) xii	Hack, Edward, Ltd. (Aspirin) 5
Aspro, Ltd. (Aspro) xiii	Cook, Geo. (Shopfittings) 26	Hackett, S. E. (Film Overstocks) Col. Supp.
Association of Manfg. Chemists, Ltd. Col. Supp.	Cox, A. H., & Co., Ltd. (Tablets and Pills) 8	Hall, Forster & Co., Ltd. (Vapourisers) 28
Automatic Machine Co., Ltd. (Personal Weighing Machines) xxi	D.D.D. Company, Ltd. (Skin Lotion, &c.) xv	Haller Laboratories, Ltd. (Danysz Virus) xix
Ava, Ltd. (Soapless Shampoo, &c.) 3	Daniel, R., & Son, Ltd. (Dania Brand Compressed Tablets) 24	Hampson, Fredk., Ltd. (British Bottles) 12
Ayrton-Graham, Ltd. (Shopfittings) ... 22	Davenport, J. T., Ltd. (Chlorodyne) ... xviii	Hanson, W., & Sons, Ltd. (Bottles) ... 28
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) 15	Dearborn (1923), Ltd. (Toilet Specialities) 16	Harrison, G. W., Ltd. (Rat Poison) ... xix
Baker Metal Stopper Co., Ltd. (Screw Caps, &c.) xxiii	Dixor, Ltd. (Toilet Preparations) 18	Harvey & Co. (Dublin), Ltd. (Veterinary) 24
Barker, R., & Son, Ltd. (Infants' Preservative) xvi	Dols Volatalise Flannel, Ltd. xvi	Harwoods (Chemists), Ltd. (Effalgen) ... xii
Bayer Products, Ltd. (Campolon) i	Dominion Steel Corporation, Ltd. (Razor Blades) 16	Holroyd's Oil and Cerasine Co., Ltd. (Liquid Paraffin, &c.) viii
Bell, John, Hills & Lucas, Ltd. (Cold Cure Capsules) Leader Page	Dubarry Perfumery Co., Ltd. (Crème Shalimar, &c.) Cover	Horner, L. A., & Sons (Drugs, &c.) ... v
Benger's Food, Ltd. (Foods) 52	Dudley & Co., Ltd. (Display Fittings) 8	Houbigant Perfumery 7
Bengué & Co., Ltd. (Agocholine, &c.) ... xvii	Eucryl, Ltd. (Tooth Powder, &c.) 10	Howard, Lloyd & Co., Ltd. (Pills, Tablets, &c.) x
Berdoo & Fish, Ltd. (Valuers, &c.) Col. Supp.	Evans Sons Lescher & Webb, Ltd. (Carbonate of Bismuth) 13	Hubbuck, T., & Son, Ltd. (Oxide of Zinc) iv
Berton, Arthur, Ltd. (Sanitary Towels) xxii	Fairchild Bros. & Foster ('Pepsencia') Leader Page	Imperial Typewriter Co., Ltd. (Typewriters) 6
Betts & Co., Ltd. (Collapsible Tubes) 27	Fairy Dyes, Ltd. (Morning Pride Shaving Cream) 10	Jackson, E., & Co., Ltd. (Lozenges, Pastilles, &c.) ix
Boehm, Fredk., Ltd. (Newfoundland Cod Liver Oil) 30	Fellows Medical Manfg. Co., Ltd. (Fellows Syrup) xv	Johnson & Johnson (Gt. Britain), Ltd. (Orthogynol) xx
Box, W. H. (Box's Pills) viii	Fink, F., & Co. (Gums) 28	Jones & Co. (Methylators), Ltd. (Methylated Spirit) xvii
Burroughs, James, Ltd. (Sherry, &c.) Leader Page	Ford, Shapland & Co., Ltd. ("Solvo" Toilet Paper) xxii	Josephs, Philip & Sons, Ltd. (Shopfittings) 14, Col. Supp.
Burroughs Wellcome & Co. ('Hazeline' Cream) 31	Freudentheil, Smith & Co. (Lofoten Cod Liver Oil) 28	Kay, N. S. Ltd. (Photographer) 14
Caldicot Tin Stamping Works, Ltd. (Decorated Tins) xxiii	Fromm, H. (Morfi Rubber Products, &c.) xxiv	King, J. C., Ltd. (Shopfittings, &c.)...10, 27
Calvert, F. C., & Co., Ltd. (Tooth Powder) 17		
Carnegie Bros., Ltd. (Chemicals, &c.) ... ii		
Cartwright, W. B., Ltd. (Penetrol) 9		
Castle, Huskisson, Ltd. (Tablets, &c.)... ii		

[Continued overleaf.]

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FULL 5 GRAIN B.P. STANDARD



8^d per doz.
GLASS TUBES
OF 10 TABLETS
PACKED 3 DOZ.
IN DISPLAY BOX



2/- Doz. bottles
of 30 Tablets
4/- Doz. bottles
of 70 Tablets
8/- Doz. bottles
of 150 Tablets
PACKED 1 DOZ. IN DISPLAY BOX

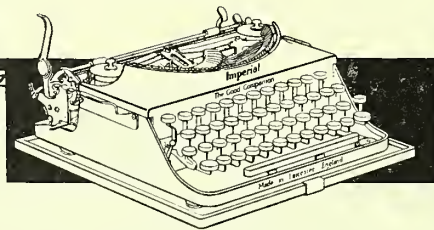
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INDEX—cont.

La Parfumerie Moderne	20	Ponds Extract Co., Ltd. (Toilet Cream, &c.)	2	Solport Bros., Ltd. (Nerissa Powder Puffs)	22
Lawrence, G. H., Ltd. (Razor Blades)...	18	Porteus, G., & Sons (Leeds), Ltd. (Machinery)	28	Southalls (Birmingham) Ltd. (Sanitary Towels)	xx
Levermore, A., & Co., Ltd. (Precipitated Chalk)	28	Potter & Clarke, Ltd. (Wholesale Druggists)	29	Speake, W. (Old Bottle Stocks).....Col. Supp.	
Lilla Soluble Sanitary Towel...Leader Page		Prescriber, The	28	Sterns, Ltd. (Oils, Petroleum)	xvi
Lincoln and Midland Counties Drug Co., Ltd. (Clarke's Blood Mixture) ...	x	Purifinol, Ltd. (Liquid Paraffin, &c.) ...	xii	Sturge, J. & E., Ltd. (Citric Acid) ...	v
Liverpool School of Pharmacy	26	Radio Times, The	23	Super Badger Brush Co., Ltd. (Shaving Brushes)	20
London Capsule Co. (Bottle Caps)	12	Raleigh Cycle Co., Ltd. (Delivery Cycles)	Cover	Surgical Hosiery Co., Ltd. (Elastic Hosiery)	xxii
London College of Pharmacy	26	Reid, T., & Sons, Ltd. (Bamyl Shaving Soap, &c.)	16	Thomas & Linton, Ltd. (Everhot Bags, &c.)	28
Low, Son & Haydon, Ltd. (Toilet Preparations)	28	Reliance Rubber Co., Ltd. (Hot Water Bottles)	xx	Thornton Pharmaceutical Laboratories, Ltd. (V.P. First Aid Outfit)	xxiii
Macandrews & Forbes, Ltd. (Apollo Liquorice)	ii	Rivista Italiana delle Essenze dei Profumi e delle Piante officinali	xi	Tilbury, W. R., & Son (Toothbrushes)	20
Mandall & Co., Ltd. (Licoridine)	xiv	Roberts' Patent Filling Machine Co. ...	30	Tillotts Laboratories (White Tar Brand Ointment)	x
Matthews, D., & Sons (Shopfittings)...	8	Robinson & Sons, Ltd. (Boxes)	xxiii	Treble & Co. (Shopfittings)	26
Maund, F., & Berg, E., Ltd. (Show-cases)	Col. Supp.	Rowland, A., & Sons, Ltd. (Macassar Oil)	22	Tyrer, T., & Co., Ltd. (Sterling Brand Chemicals)	vi
Mosans Quinine Pessaries	xx	Schering, Ltd. ('Medinal,' &c.)	Leader Page	Ward, T., & Sons, Ltd. (Wardonia Razor)	16
Myatt, W. J., & Co., Ltd. (Safety Razor Blades)	19	Scintillating Sign Service	12	Webb, Wm. A., Ltd. ('White Monarch' Balance)	xxi
National Glass Works (York), Ltd. (Bottles)	25	Scott & Bowne, Ltd. (Williams' Shaving Preparations)	28	Westminster College of Pharmacy	26
Orridge & Co. (Valuers, &c.).....Col. Supp.		Scruton, O., & Co. (Nurse Harvey's Mixture)	24	White, J. F., & Co. (Kompo)	xvi
Paines & Byrne, Ltd. (Glandular Products)	Leader Page	Scurr, C. A. (Optical Tuition)	28	Wilkinson, S. W., & Co. (Ointment Mills)	26
Parkinsons, Ltd. (Kilkof).....Leader Page		Seymour, Jane, Ltd. (Non-Spill Powder Box, &c.)	11	Willows, Francis, Butler & Thompson, Ltd. (Galenicals, &c.)	vii
Perry & Hope, Ltd. (Phosphate of Soda)	28	Shadeine Co. (Hair Dyes)	28	Wilson & Mansfield, Ltd. (Eucalyptus Oil)	32
Perry's Powders, Ltd. (Head Powders)	viii	Sharplin, W. J., Ltd. (Stoppers)	30	Woodruges Medicine Co., Ltd. (Yestamin)	xi
Petersen, Ltd. (South African Representation)	iv	Sherley, A. F., & Co., Ltd. (Veterinary Preparations)	xix	Wright, Layman & Umney, Ltd. (Coal Tar Soap)	Cover
Phargene, Ltd. (Sympacrinol)	xiv	Sim, Ltd. (Ampoule Files)	iv	Zeal, G. H., Ltd. (Clinical Thermometers)	xxi
Phosferine (Ashton & Parsons), Ltd. (Tonic Wine)	xvi	Simpkin, A. L., & Co., Ltd. (Stomach Hexagons)	xvii	Zimmermann, C., & Co., Ltd. (Male Fern Extract, &c.)	iii
Plesse & Lubin, Ltd. (Toilet Specialties)	21	Smith, H. E. A., Distributing Co., Ltd. (Distributing Agents)	vi		
Pollard, E., & Co., Ltd. (Reflecta-Strip Lighting)	8	Smith, Martin H., Co. (Ergoapiol)	x		
		Smith, T. & H., Ltd. (Alkaloids)	vi		



The "Good Companion" has a standard 4-bank, 88-character keyboard and every essential of the personal writing machine.

A keyboard designed for chemists' use can be supplied if required on the "Good Companion" portable typewriter. Type your labels, orders, letters, etc. Copies can be kept and legibility ensured by using the

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GC

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*Why display, why preferentially recommend
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1° - *Because your establishment will benefit by the atmosphere of Prestige attached to this famous French House, whose Preparations, wholly and without exception, are manufactured in PARIS.*

2° - *Because you know that HOUBIGANT Preparations always give satisfaction and will earn for you the confidence of your Customers.*

3° - *Because a powerful National Advertising Campaign - all full pages - is being carried on in the best and most widely circulated Journals :*

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MODERN WOMAN - MISS MODERN - PICTUREGOER
FILM WEEKLY - FILM PICTORIAL...

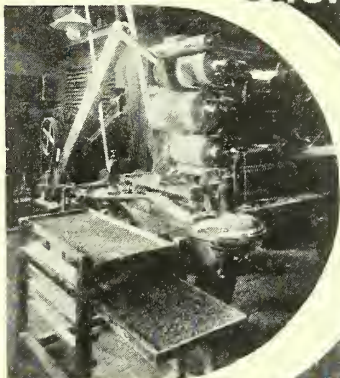


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will be pleased to reply to any enquiry.

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Pills and Tablets
manufactured under the control of
Analytical and Qualified
Chemists



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LARGE
'PILL MAKING'
MACHINES

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**Coated
or
Uncoated
Bulk
or
Packed**

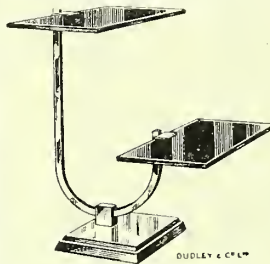


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OF OUR
BOX-MAKING
AND
SHOW-
MATERIAL
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Exceptionally keen prices

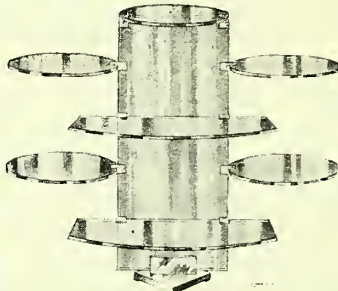
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**MODERNISTIC
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Suitable for high-class display. Chromium Plated throughout. Complete with 2 Black Shelves. Height 12 1/2 ins. Size of Shelves 9 x 5 ins.
12/- each.



No. C.D.F. 5513
**INVISIBLE UNIT
 DISPLAY STAND**

Of very attractive appearance. Centre glass is 18 x 8 ins. and is fitted with five 8 in. circles and two bow-front shelves, size 15 x 5 ins. Complete with Chromium Plated clips and base.
23/- complete.

Send for our Catalogues Nos. CD 1600 & CD 1615.

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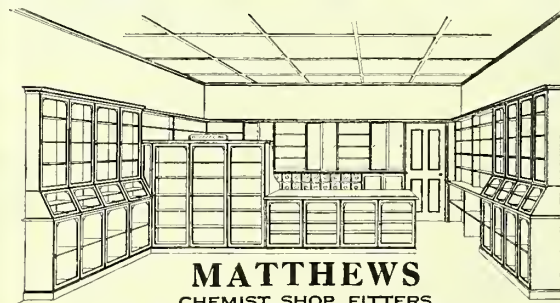
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14 & 16 MANCHESTER ST.,
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Established 1848

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***A proved
quick seller
for your winter displays***

The common cold is still the chemist's most constant "money-spinner." Penetrol Inhalant and Tablets are in demand throughout the whole of the year, but more especially during the winter months, October to March.

Ever increasing personal recommendation, backed by judicious advertising, has made Penetrol sales grow bigger and bigger each year, whilst the introduction of Penetrol Tablets (Ephedrine Co.) last year was an immediate success.

Window shows and counter displays of Penetrol during the winter season quickly show a profitable return. Striking show-matter is sent with every order and strong, persuasive Press Advertising will be appearing throughout the winter. Please co-operate by giving Penetrol a prominent display.

The Public prefers

PENETROL
BRAND
INHALANT & TABLETS

W. B. CARTWRIGHT LTD., RAWDON, LEEDS

EVERYMAN *will use it . . .*

MORNING PRIDE^{REGD.}

THE RAZOR READY BRUSHLESS SHAVING CREAM
HEADS FOR SUCCESS
with huge Advertising Campaign
and a £350 Competition

PRIZES FOR YOU

A Window Display Competition

- 1st Prize £30
2nd Prize £20
3rd Prize £10
and 50 £5 prizes

The above prizes will be awarded to the retailers who submit photographs of a window displaying Morning Pride Brushless Shaving Cream. Showcards, cartons and display material and particulars obtainable on enquiry from the distributors

Owing to advertisements in the great national daily newspapers, and others in the weekly and monthly journals that make their first appearance on December 7th there will be a quick and increasing demand for 'Morning Pride' Brushless Shaving Cream. To make doubly sure of demand there is an introductory public competition with £350 in prizes. It is advisable to order your stocks early if you wish to participate in the huge sales and profits of this great sales drive. WRITE NOW FOR PARTICULARS OF THE MOST ATTRACTIVE INITIAL ORDER TERMS FOR THE TRADE.

PRODUCT OF FAIRY DYES, LTD., PHARMACEUTICAL DEPT.

SOLE DISTRIBUTORS FASSETT & JOHNSON LTD

86 CLERKENWELL ROAD LONDON E.C.1



Getting the Christmas atmosphere

New Designs in
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Brilliant Crepe Papers.
Chromi-um Display Papers.
Chromi-um Festoons.
Witch Balls.
Pellets and Friezes, etc.

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Get RESULTS from your Display

King's 44 page List (No. 1530) contains a new and exclusive range of Materials—all moderately priced, yet effective and novel in both design and construction. Do not hesitate, seize this opportunity at once!

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EUCRYL

DENTIFRICES

TOOTH POWDER TOOTH PASTE
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Bought on Display Terms yield:

PROFIT ON SELLING PRICE


43%

PROFIT ON BUYING PRICE

75%

BRITISH OWNED

BRITISH MADE



EUCRYL LTD. Manufacturing Chemists—SOUTHAMPTON



6/6
(Refill 3/6)

4/6

MAY I PRESENT MY

2 new best-sellers

SAYS JANE SEYMOUR

A Non-Spill Powder Box. A real invention. Absolutely new and the first on the market. You can tumble it into a suitcase or a drawer, and not a speck of powder will escape. And how badly every woman has wanted a powder box like that! It's handsome, too—ivory and green and very solid. The powder inside is new. Made in two weights—one for dry and one for greasy skins and nine colours.

An Indelible Lipstick. And when I say indelible—I mean indelible. Rub off any superfluity and the colour still remains. Women will appreciate that! It's good for the lips. The semi-greasy base keeps them as smooth as petals. Women will like the fine light consistency, too. It enables them to pencil in the line of the lips so delicately. In six colours.

JANE SEYMOUR is launching a full scale advertising campaign in the National papers and in the Society Weeklies and Monthly Magazines to help your sales of her BEAUTY PREPARATIONS.

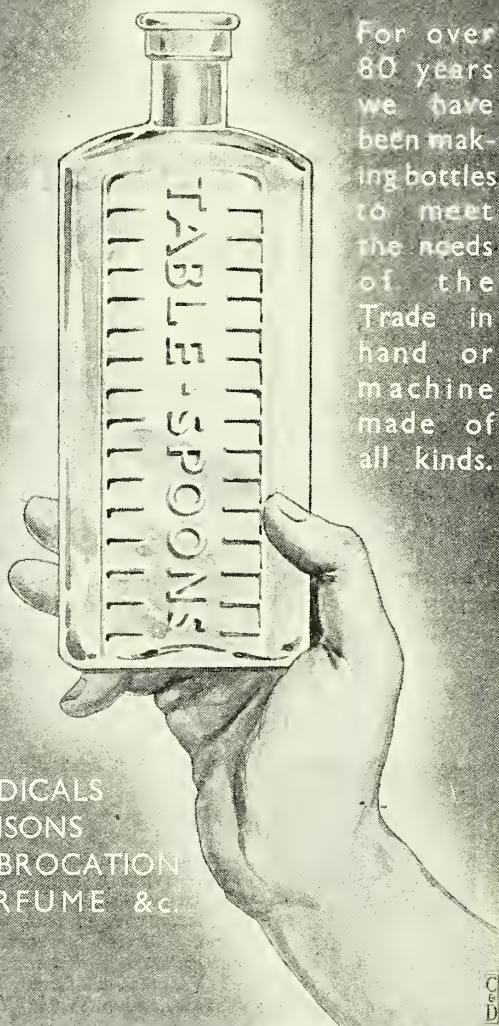
WHAT A GIFT! With Christmas in mind, I've packed my Non-Spill Powder Box, Lipstick and Rouge to match in a very attractive box—to sell at 14/6. What a gift! What a chance for display! You can't get it on to your counters too soon. Write for terms and particulars to Jane Seymour Ltd., 23 Woodstock Street, Bond Street, London, W.1 MAY 3712.

Jane Seymour BEAUTY PREPARATIONS

BOTTLES

THAT ARE BETTER

British Made



For over 80 years we have been making bottles to meet the needs of the Trade in hand or machine made of all kinds.

MEDICALS
POISONS
EMBROCATION
PERFUME &c.

FREDERICK
HAMPSON
LIMITED

Perseverance Glass Wks.
SALFORD 5
ESTABLISHED 1851

British Made
"Adaptocaps"
for all
your
bottle
Capping



The London Capsule Co.

EMPIRE WORKS, MITCHAM RD CROYDON
TELEPHONE: THORNTON HEATH 3014 TELEGRAMS: "METACAP, CROYDON"

CHEMIST SIGNS

**BUY DIRECT FROM
THE MAKERS**

ILLUMINATED FROM 65/-
NON-ILLUMINATED FROM 47/6

SEND FOR ILLUSTRATED CATALOGUE
SCINTILLATING SIGN SERVICE

68^A COLEBROOKE ROW
ISLINGTON N.1

TELEPHONE CLERKENWELL 1310

Armstrong's

TAPER  CORKS

ARMSTRONG CORK CO. LTD.,
ALDWYCH HOUSE, LONDON, W.C.2

Evans' Super-Suspensible Carbonate of Bismuth

Purity Lightness Whiteness Super-Suspensibility
A Pharmaceutical Crescendo

Refinement upon Refinement

A sample and current prices sent post free on application to

Evans Sons Lescher & Webb Ltd.

LIVERPOOL

LONDON E.C.1

DUBLIN



PHOTOGRAPHS HAVE A STRONG APPEAL

USE THEM IN YOUR NEXT ADVERTISING

The above examples of our work are shown by courtesy of
 ALLIED PUBLICITY LTD. BEECHAMS PILLS LTD.
 J. K. CLAYTON B. DELLAGANA & CO. LTD. EVANS
 SONS LESCHER & WEBB LTD. C. F. FULFORD LTD.
 THOS. GUEST & CO. LTD.

N. S. KAY LTD. 54 KING ST.,
 MANCHESTER

Phone: BLAckfriars 4958

*Attractive Shops
 Attract more Business!*

*We specialise in modernising
 Chemists' Shops, Interiors and
 Furnishings and shall be
 pleased to co-operate with
 Chemists for any kind of
 alterations or additions*



PHARMACY FITTERS FOR
 OVER A CENTURY

PHILIP JOSEPHS & SONS LTD.

90-92 ST. JOHN STREET, CLERKENWELL, LONDON, E.C.1

Telephone: Clerkenwell 2191

ESTABLISHED IN 1826

AYRTONS · LIVERPOOL

**SIGNAL
SUCCESS
of
FLASHING
SIGN**

**PHARMACY'S
FINEST
FOR
'35-'36
WINTER
SEASON**

Join in the phenomenal sale of AYRTON'S famous "own - name" cough preparation

BALSAM OF

**GLYCERINE HONEY
& LEMON with IPECAC**

ELECTRIC FLASHING SIGN loaned to all buyers of one gross (minimum delivery 3 dozen) or **GIVEN FREE** to eventual takers of 3 gross or more during the season.

	Per Dozen	Gross	3 Gross	5 Gross
7½d. size, 4 oz.	5/-	56/-	54/-	53/-
Double size, 8 oz.	8/-	90/-	87/-	84/-

Per Gross

Mercolized Wax

for the Complexion

Extensively Advertised. Always in Demand

*There is no risk in holding full stocks.
Every woman is a potential buyer.
Sales are regular and repeats certain*

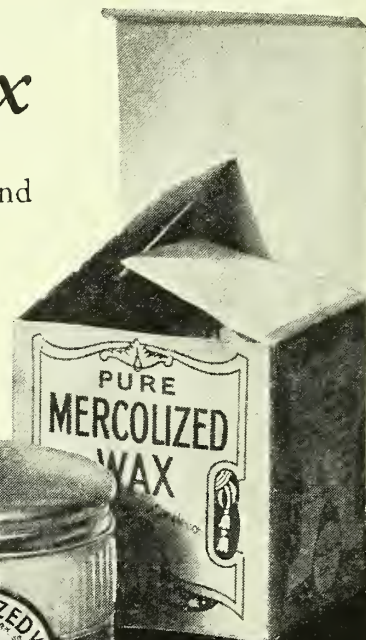
Stallax

*a Shampoo—also popular,
and shows a handsome profit*

Dearborn

(1923) Limited

37 Gray's Inn Rd. London. W.C.1.



Telephone,
Holborn. 9669



REID'S
Bamyl
REGD.
PINE TAR
**SHAVING
SOAP**



& TOILET PRODUCTS

Plain and
Mentholated

**They are different—
—try them**

PROFIT
MARGIN
33 1/3%

SELLING PRICES	
B A M Y L	Shaving Stick (Bakelite Container) 1/-
	Shaving Stick (Cardboard Refill) 9d.
	Shaving Stick "JUNIOR" 6d.
	Toilet Skin Soap (per tablet) 6d.

SELLING PRICES	
B A M Y L	Shaving Cream (Tube) 1/-
	Liquid Shampoo (non spirit) 1/-
	Display Cases
	Showcards
	Pamphlets
	Samples

Sole Makers :

THOMAS REID & Sons Ltd., GLASGOW

Est. 1868

SAFETY RAZOR BLADES TO PRIVATE BRANDS

We are specialists in the production of Safety Razor Blades to Private Brands—Home or Export—Prices competitive—Special wrappers, cartons and labels designed to customers' ideas—In fact your Private Brand complete and ready for sale—Large output available from most modern plant.

CONSULT:

Dominion Steel Corp. Ltd.

"Fleet" Works, Queen's Rd., Sheffield, Eng.

Wardonia

THE RAZOR PARTICULAR MEN PREFER



Year after year new sales records are created by the famous Wardonia Razors and Blades. Send your order NOW. Attractive display material free with all orders. Razors retail 1/- to 21/6. Blades 4 for 1/-.
Generous Trade Terms.

Sole Makers:

THOMAS WARD & SONS, LTD.
Wardonia Works, Sheffield 1

BLADES 4 FOR 1/-

A Quick Chance for Bigger Profits on— **CALVERT'S** **Tooth Powder**

A Bonus display offer, closing 31st October, 1935, is open to retail chemists in the U.K. and Northern Ireland who undertake to give prominent display to our new attractive counter box (holding $\frac{1}{2}$ dozen 6d. size) for 3 weeks at least and place an order for immediate delivery—minimum one dozen 6d. tins.

In return for this display two tins will be given free with the first dozen, and one tin free with each extra dozen ordered.

EXAMPLES

1 dozen 6d. tins cost	...	...	4/6
14 — 6d. tins sell for	...	...	<u>7/-</u>
		Profit	2/6
6 dozen 6d. tins cost	...	...	25/-
6 dozen plus 7 bonus tins			
sell for	...	...	<u>39/6</u>
		Profit	14/6

Lots of less than 6 dozen 6d. size will be supplied only through a wholesale house.

Larger parcels may be ordered direct or through a wholesale house.

In all cases the free bonus tins will be sent direct from

F. C. CALVERT & Co., Ltd.
GIBBON STREET - MANCHESTER 11.

ORDER FORM

To **F. C. Calvert & Co., Ltd.**

Gibbon Street, Manchester 11

Please supply :

.....dozen 6d. Calvert's Tooth Powder
@ 4/6 per dozen
through my wholesale house

On receipt of the proportionate bonus tins under your current offer I will give the requisite counter display.

(Signed)

Address

.....October, 1935.



CRÈME DIXOR

(-1/6 size as illustrated) A Day Cream for Dry skins and anti-wrinkle massage

P.A.T.A. Prices		Tubes -1/6, 3/- doz.	
Pots, Glass	2/9, 21/- doz.	"	1/-, 7/- "
De Luxe	4/6, 36/- "	"	2/-, 14/- "
		"	3/-, 22/- "

ALL THE YEAR ROUND

Advertisements and samples bring new customers for the DIXOR Products. A display will bring you a share of this new business.

VELOUTY de DIXOR (1/- size illustrated)

The Original COMBINED CREAM AND POWDER

P.A.T.A. Prices

Unbreakable Pots		Tubes -1/4, 3/- doz.	
Handbag,	1/3, 10/- doz.	"	-1/6, 4/- "
De Luxe,	4/6, 36/- "	"	1/-, 7/- "
Glass Pots,	2/9, 21/- "	"	2/-, 14/- "
		"	3/-, 22/- "

The New Handbag size 1-IRADIUM de DIXOR

(Illustrated)

Designed especially for travelling

P.A.T.A. Prices

1/-, 2, 6 & 5, 6 bottles	8/-, 18/- & 39/- doz.
--------------------------	-----------------------

Send for Show Material to DIXOR Ltd., St. Leonard's Works, Mortlake, S.W.1

DIXOR BEAUTY PREPARATIONS

SHAVE WITH A "LAUREL"

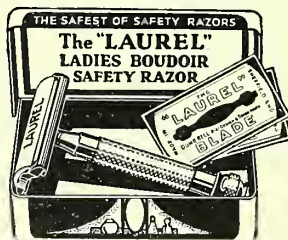
"LAUREL PENNY BLADES—ALL TYPES"

MADE IN SHEFFIELD, ENGLAND

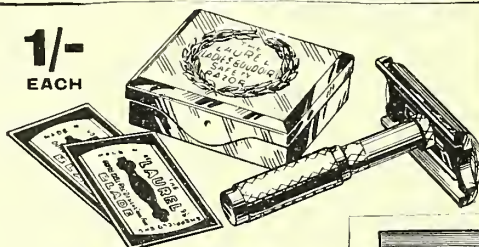
"LAUREL"

LADIES' BOUDOIR
SAFETY RAZORS
(NICKEL PLATED)

6d.
EACH



1/-
EACH

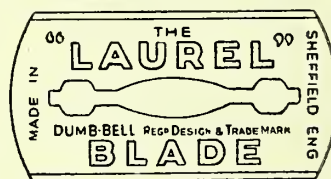
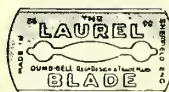


THE "LAUREL" LADIES'
GOLD PLATED BOUDOIR
SAFETY RAZOR

COMPLETE WITH TWO BLADES AS
ILLUSTRATED

PENNY BLADES

FOR YOUR RAZOR
PACKET OF SIX
BLADES FOR
6d.



FITS ALL 3-PEG HOLDERS



GEO. H. LAWRENCE LTD. LAUREL WORKS, SHEFFIELD, 25571

Can you write a MYATT-ELEGRAM?

£100 IN PRIZES
1st £50. 2nd £25.
25 Consolation Prizes of £1 each

A GOOD TEST OF YOUR SKILL

D	A	Y	-
M	A	R	K

Name _____
Address _____

WHAT YOU HAVE TO DO

Make up a sentence of seven words, describing the merits of Daymark Blades, using the letters in the word DAYMARK as the first letter to each word; the first word to begin with D, the second with A, the third with Y, and so on. Example

Daymarking Assures Your Myatt-blades Always Really Keen. Note—Only one word may be used to each letter except that in the case of D and M the words Daymark-blades(s) and Myatt-blade(s) will be counted as one word.

Use the form in this advertisement or plain paper. Add your name and address clearly in BLOCK letters. Attach to each entry the envelopes (printed paper wrappers) from five Myatt Daymark Blades. Post to—
W. J. MYATT & CO., LTD.,
Argent Works, BIRMINGHAM

Mark envelope "Comp."
Closing date—December 14th, 1935. It is hoped to post awards in time for Christmas, and publish them in DAILY MAIL, December 24th.

Any number of MYATT-ELEGRAMS may be submitted providing each is accompanied by five envelopes from Myatt Daymark Blades. The prizes will be awarded to the entries in order of merit as decided by the judges appointed by W. J. Myatt & Co., Ltd. It is a condition of entry that the judges' decision shall be final and legally binding. No correspondence can be entered into. No employee or member of our organisation is eligible to compete.

Here is an interesting competition for long evenings—to show you how to save money on razor blades and make your shaving more comfortable

Why are MYATT Blades Daymarked?

Examine the picture of the Myatt Blade below. It is marked TUE, THU, SAT. On the other side are MON, WED, FRI, SUN. That is the DAYMARK.

If a blade (even the super-keen MYATT Blade) is used on the same side, day after day, the very fine cutting edge becomes minutely bent over, that is, it soon becomes "dull." But the microscope reveals that if the blade is turned over systematically each day the action of shaving keeps the edge at its correct smooth-shaving angle, which means more and smoother shaves from every blade.

The MYATT Daymark Blade makes the turning simple and sure. You cannot use the wrong edge, because the alternate days are printed on each side of the blade.

On Monday you place the MYATT Daymark Blade in your razor with the side marked MON face upwards. For your Tuesday shave you turn the blade over, bringing the side marked TUE uppermost. By turning the blade day by day, according to Daymark, you use each edge in turn, thereby taking advantage of a proved scientific phenomenon to prolong to the utmost the keen edge of the blade.

The result is more shaves from every blade and less blades to buy. Your MYATT Daymark Blade will give you three times as many perfect shaves as any other make. A million shavers have proved the efficiency of this exclusive feature of the MYATT Blade. Try MYATT DAYMARK Blades; their prolonged keenness will surprise you and inspire you to write a MYATT-ELEGRAM that may win you £50.

A BRIGHT IDEA that will bring thousands of new customers for MYATT Blades

The Public loves a good Contest and Competitions are proved Sales-makers

Here is an interesting competition, MYATT-ELEGRAMS. It will awaken renewed interest in a blade of established popularity, the MYATT Daymark Blade, and create new custom for Myatt dealers.

National advertising, starting at once, will tell millions of readers about MYATT-ELEGRAMS. Every Competitor must buy MYATT DAYMARK Blades, many will buy Myatt Razors also. Make sure that Competitors in your district are induced to buy from you. Let it be seen you sell MYATT Blades, display them well.

1,000 Blades FREE

The Retailer who supplied the Blades to the Winner of the First Prize will be given a Special bonus of 500 MYATT DAYMARK Blades. 500 blades will also be given to his Wholesaler.

To disappoint customers is to lose good business, check up your stock of Myatt Blades now and send your wholesaler a good order, for Myatt Blades sell steadily at all times.

WATCH
THE
DAILY
AND
SUNDAY
PAPERS
FOR
THIS
ADVERT



MYATT DAYMARK BLADES

Sold by all good Chemists, Cutlery, Ironmongers and Stores

GIVE HIM A MYATT RAZOR SET

Myatt Daymark Blades 1/3 for 5,
2/6 for 10, less 33 1/3%, showing
a profit of 50% on cost.

ADVERTISEMENT OF W.J. MYATT & CO LTD., ARGENT WORKS, BIRMINGHAM

Only Five More Days!

to Qualify for the "La Toja" Special Bonus Offer
Send YOUR Initial Order NOW



"La Toja" Toilet Soap is entirely British Made, but contains the curative salts of the famous Springs of La Toja Spa in sunny Spain, and is a specific for Eczema, Psoriasis, Acne, Dermatitis, Itch, Dandruff, Muddy Complexion and all Skin Irritations.

Sells at 1/- per Tablet. Packed in Boxes of Three Tablets and Special Display Cartons containing 12 Tablets.

Backed by the extensive Advertising Campaign to the Public, which has already commenced, the demand for the unique "La Toja" Toilet Soap is increasing daily and Chemists in all parts of the country are benefiting by increased sales and profits. Are you obtaining your full share?

There is still time for you to qualify for the "La Toja" Special Bonus Offer before the end of October—Remember, One Box of 3 Tablets is given FREE with every initial order for 12 Tablets which amounts to a profit of 87½% on sales—If you have not already posted your initial order we strongly suggest you do so without delay. Why not do it now?

La-Toja
UNIQUE IN THE WORLD THE NATURAL MINERAL SALTS **MADE IN ENGLAND**
Toilet SOAP

AJOTAL LTD., 16 WOODSTOCK STREET, LONDON, W.1.

THE SUPER BADGER BRUSH CO. LTD.

Managing Director: H. LOCISE

WHOLESALE & EXPORT

SHAVING BRUSH MANUFACTURERS OF EVERY DESCRIPTION

95 Upper Clapton Road, LONDON, E.5

Telephone: Clissold 2707.

Telegrams: "SUBRUSCO, HACK, LONDON."

Cables: "SUBRUSCO, LONDON."

HIGHEST QUALITY — KEENEST PRICES

ENQUIRIES INVITED

THE
"Lady Nicotine"
Regd.
A popular Ladies' Brush



W. R. TILBURY & SON
47 Frampton Park Rd., London,
E. 9
Estd. 1880

LA PARFUMERIE MODERNE

(Established 1908)

An Illustrated Monthly Review of the
Perfumery and Allied Industries

The regular publication (in English and Spanish as well as in French) of technical and practical articles on Essential Oils and Synthetic Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

15 rue Constant, Lyon

7 rue Chevreul, Paris (XIe)

Dimples

by

BAYLEY



Our old familiar friend the "dimple" bottle, only this time filled with Lavender and Cologne.

They're undoubtedly the smartest packs of the season—even the Americans say so and that's praise indeed.

The metal cap is covered with a red seal to match the red and gold parchment label.

A masterpiece of charming simplicity, they sell on sight, and the quality is far above the usual bath standard.

Each in a box selling at one shilling and elevenpence they make attractive Christmas gifts. Don't miss this line showing you the extra margin of profit—we will send two dozen and showcards carriage paid.



a product of

PIESSE AND LUBIN

Limited

KERSAL VALE, MANCHESTER

BUY EARLY FOR CHRISTMAS!

The *NERISSA* ^{Regd.} Series of POWDER PUFFS offers you the finest
MADE IN ENGLAND



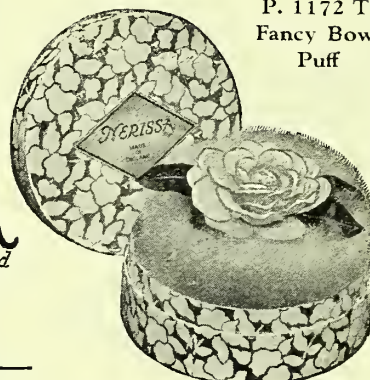
P. 1388. Tinted
Handkerchief Puff

and gayest selection of real value Xmas merchandise obtainable. An entirely new range in the very latest EXCLUSIVE PACKING —

—Goods that will sell on sight, please the purchaser and bring you the repeat business.

NERISSA ^{Regd.}

Symbol of perfect
POWDER PUFFS

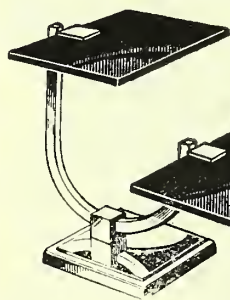


P. 1172 T.
Fancy Bowl
Puff

SOLPORT
BROTHERS LIMITED

Latest illustrated Price List now ready
184-192 GOSWELL ROAD, LONDON, E.C.1

AN ATTRACTIVE DISPLAY STAND for XMAS WINDOWS



No. 2969 C.P.
Chromium Plated with 2 Black Glass
Shelves, size 8 x 5 ins. Overall
height, 12 ins. 13/3 each
"Clements" Display Stands are used
in the "Chemist & Druggist" Model
Window Display.

Carriage paid in England
and Wales on orders
of 5/- and over.

Write for Free List
containing details of
many other attractive
stands.

**CLEMENTS, NEWLING
& CO., LTD.**

95 & 96 Wood St., London, E.C.2
NAT. 5511 (5 lines)

AYRTON-GRAHAM LTD.

Designers and actual manufacturers of

FITTINGS

For the MODERN PHARMACY.

Shop Fronts, Show Cases, Exhibition Cases, Counter
Cases, Counters, Wall Cases, Glass Signs, etc., etc.

PHARMACIES MODERNISED.

ALL GOODS OF BEST QUALITY
AND FINISH AT LOWEST RATES

Competent Fitters sent to all parts.

24 BENSON ST., LIVERPOOL

REGULAR REPEAT ORDERS...




ROWLAND'S MACASSAR OIL has maintained its popularity for over 140 years as the premier Hair tonic and dressing. You will do well to stock this famous preparation, for, being well advertised, you will be certain of regular repeat orders.

It does not make the Hair sticky.

A. ROWLAND & SONS, LTD.

22 Laystall Street, Rosebery Avenue, London, E.C.1

ROWLAND'S MACASSAR OIL



WE WILL SEND YOU
BEAUTIFUL DISPLAY
MATERIAL FOR
YOUR WINDOWS

TAKE A SMALL
QUANTITY
AND SEE
HOW THEY GO

THIS WILL BE
A GOOD LINE
WHY NOT GIVE
IT A SHOW?

WE ARE
OFFERING A
GOOD BONUS
FOR DISPLAYS

*—but the best argument from
your point of view is*

It is hard to say "No" to a man who is trying to do his job, but you have got to risk the public saying "No" to you. If a traveller can tell you his firm is advertising in "The Radio Times," he will tell you quickly. And if he does, he is offering you the finest possible display in 2,400,000 homes and a bonus of seven days a week support. He is doing more—he is proving his firm's confidence in their product and you may share that confidence. You can say "Yes" and you will be right.

regular advertising in the

RADIO TIMES

All enquiries should be addressed to the Advertisement Director, The B.B.C., Portland Place, W.1. 'Phone: Welbeck 4468.

SURE SHIELD

IODISED
THROAT TABLETS

BRAND

THE THROAT TABLET
with a reputation of over
a QUARTER of a
CENTURY

WIDELY ADVERTISED in all the
LEADING PAPERS
SHOWS A PROFIT
OF OVER 60%



8 1/2^D
PER TIN
P.A.T.A.



THOS. GUEST & CO. LTD.
CARRUTHERS STREET - MANCHESTER 4



1 1/3
PER TIN
P.A.T.A.

NURSE HARVEY'S MIXTURE

A safe, simple and reliable remedy for Children's Ailments is advertised so extensively in the daily and weekly Press as to bring mothers to the retailer without effort on his part.

The selling has been done before the mother reaches the chemist, and, having supplied her, it is only common sense to claim she will buy other family necessities from him. Moreover, the continuous demand for it produces a quick turnover.

For Direct Terms apply to—

OSCAR SCRUTON & Co., YORK

HARVEY'S Horse Remedies

P.A.T.A.
Protected Prices.



THESE Remedies are used in most of the Training Stables, Stables of Masters of Hounds, and by many thousands of the best Private Horse Owners in the United Kingdom and Abroad.

Supplies through all Wholesale Houses.

HARVEY & CO. (DUBLIN), Ltd., DUBLIN.

It will pay you to buy DIRECT from the Manufacturers

Dania

REGD. BRAND

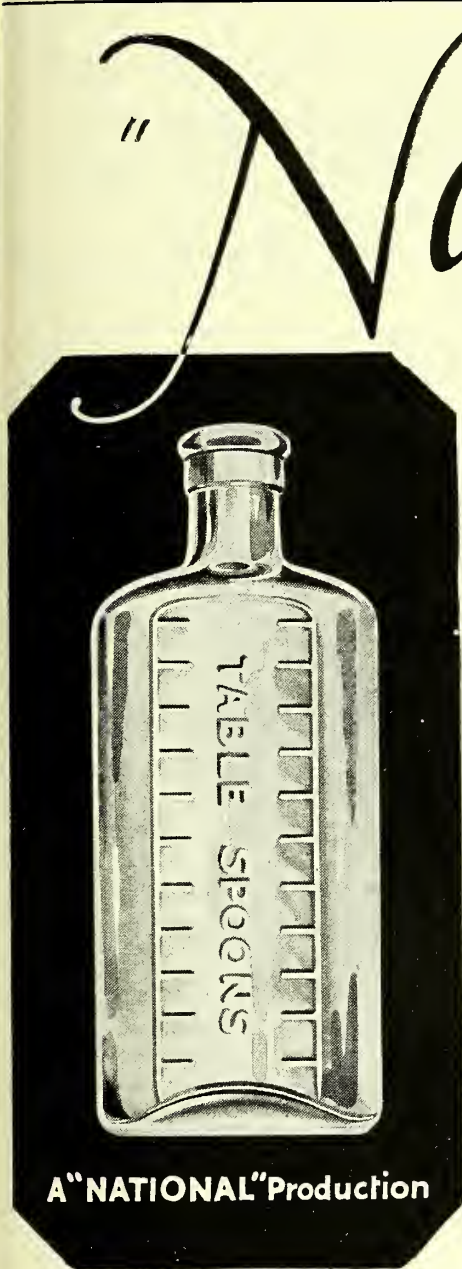
COMPRESSED TABLETS

If you are wanting any variety of compressed Tablets—true to formula—of the purest materials—finest finish and at lowest prices consistent with quality, then send an enquiry to:—

RICHARD DANIEL & SON, LIMITED

Phone + Derby 2222 (3 lines) + Grams + Dania, Derby + MANSFIELD Rd. DERBY +

MAKERS TO THE TRADE—ESTABLISHED 1860



A "NATIONAL" Production

"National"

Dispensing Bottles

are Strong, Serviceable and Suresealing!

NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS

- ★ CONVENIENT IN SIZE
- ★ EASY TO HANDLE
- ★ UNIFORM IN QUANTITY

CARTONS OF EITHER 3 or 6 doz. BOTTLES THROUGHOUT THE RANGE

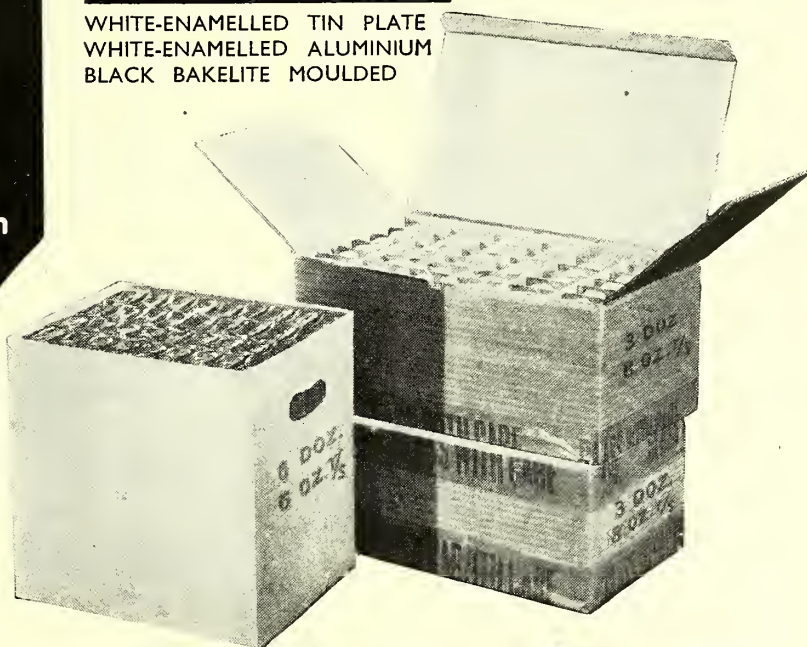
ALSO

Cork mouth Bottles WASHED & PAPERED

Screw „ „ WASHED & CAPPED

SCREW CAPS SUPPLIED in

WHITE-ENAMELLED TIN PLATE
WHITE-ENAMELLED ALUMINIUM
BLACK BAKELITE MOULDED

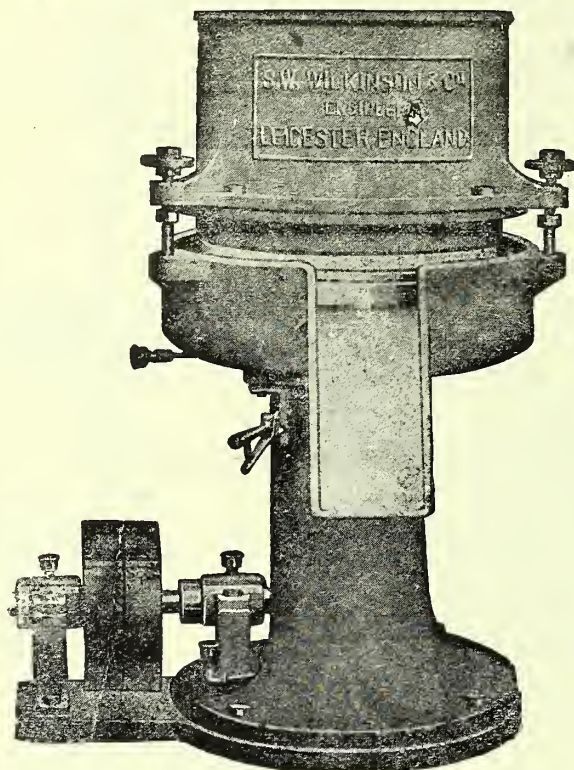


May we advise
Name and Address of
your nearest
"National"
distributor?

NATIONAL GLASS WORKS (YORK) LTD. WORKS: FISHERGATE, YORK

'Phone: HOLborn 2146

1 Charterhouse St., London, E.C.1
(WHOLESALE ONLY)



The Latest Triumph in OINTMENT MILLS

SUPER SPEEDY MILL

IN REGULAR USE ALL OVER THE WORLD

THIS Machine is a combined Mixer and Grinder and is used very successfully in the production of all kinds of Ointments, Tooth Pastes, Beauty Creams, Patent Foods, etc.

Each Machine incorporates Thirty Years' Accumulated Experience

S. W. WILKINSON & Co.

*Chemical Engineers and Specialists in
Pharmaceutical Machinery*

Western Road, LEICESTER

LONDON COLLEGE of Pharmacy

Founded by H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.

Principal:—IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in Training Pharmacists

SESSION commenced OCTOBER 2nd.

6 MONTHS PRELIM. SCIENTIFIC.

9 MONTHS C. & D. QUALIFYING.

3 MONTHS REVISION P.S. and C. & D.

Benches now being reserved for P.S. and C. & D.

"Essentials of Pharmacy"

New Edition 6/6 post free.

361 CLAPHAM ROAD, S.W.9

Telephone—BRIXTON 2161

TREBLES

SHOP FITTERS
SHOP FRONT
BUILDERS

PHARMACY FITTERS for over a Century

549a. Lea Bridge Road, Leyton, London, E.10

Chemists' Fittings

When you want Shop Fittings it will pay you to send to

GEORGE COOK

The Chemists' Working Shopfitter,

27 Macclesfield Street, City Road, LONDON, E.C.1

40 years' experience Phone: Clerkenwell 5371 Rough Sketches free

LIVERPOOL SCHOOL OF PHARMACY



Principal:

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F.I.C., F.C.S., Ph.C.

Assisted by

John Butler, B.Sc., F.I.C., Ph.C.

W. E. Coates, B.Sc., A.I.C., Ph.C.

G. W. Brownlee, Ph.C.

W. G. Cotton, M.P.S.

E. I. Greig, Ph.C.

Philip H. Jones, F.I.C.

R. A. Williams, Ph.C.

Miss Olive Smith, B.Sc., M.P.S.

Autumn Session for the

Prel. Scientific and C. & D.

Qualifying Examinations

just started.

Revision Courses can be arranged

Full particulars from Principal

WESTMINSTER COLLEGE OF PHARMACY

Founder:

G. S. V. WILLS, Ph.C.

Principal:

P. H. WOODNOTH, Ph.C., F.C.S.

REVISION CLASSES

Students may enter for any period to December examinations for P.S. or C. & D.

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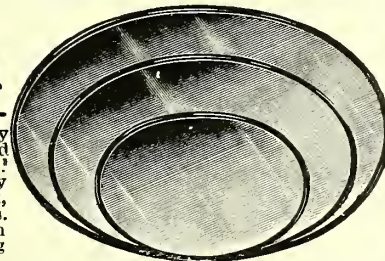
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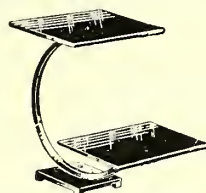
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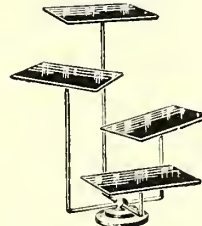


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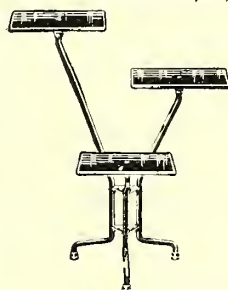
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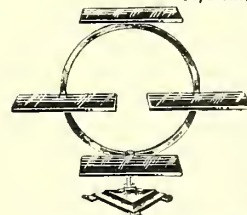
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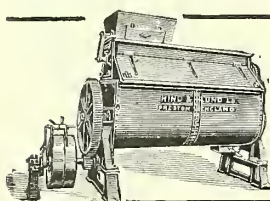
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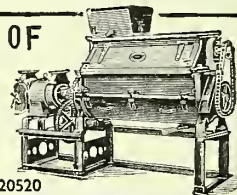


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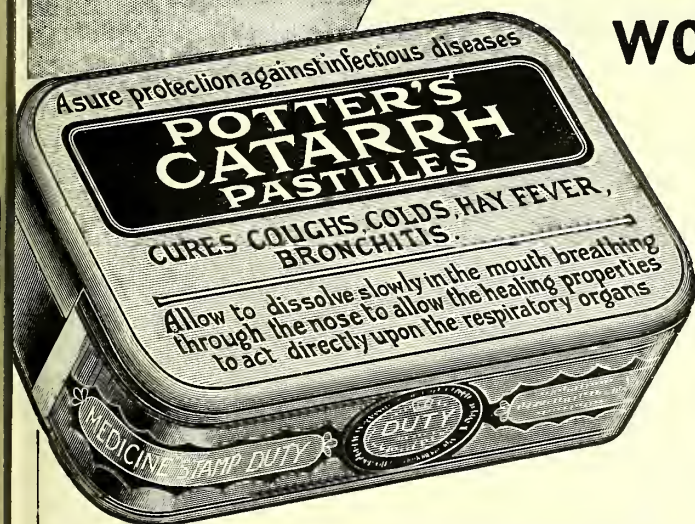
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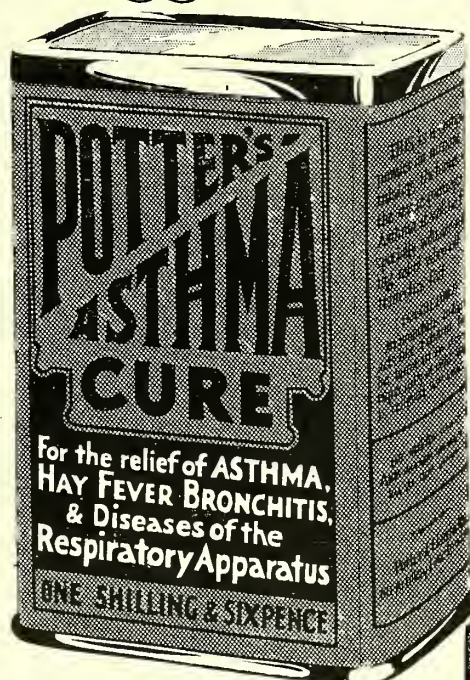


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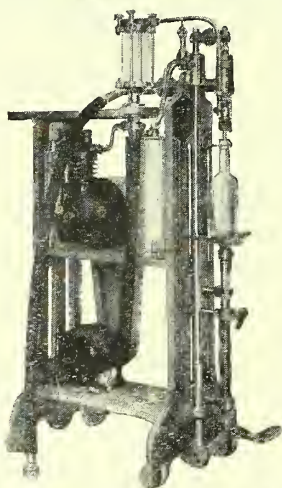
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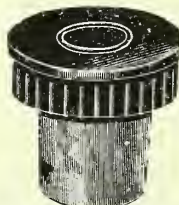
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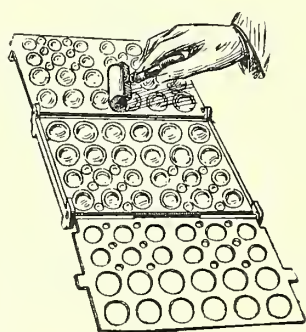
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CONTENTS

VOL. 123. NO. 2907

OCTOBER 26, 1935

PAGE	PAGE	PAGE	PAGE
A.B.C.M. Meeting 518	DISPLAY MATTER FOR CHEMISTS 511	Irish Notes 497	Pharmaceutical Society of Northern Ireland:—
ADVERTISING NOVELTIES 513	Editorial Articles:—	Irregular N.H.I. Scripts 504	Council Meeting 501
Amateur Photographers' Questions 503	This Business of Pharmacy 509	Legal Reports 499	Proprietary Articles Trade Association 510
Births 507	Siellian Oils and "Sanctions" 509	Marriages 507	Retrospect 524
Coming Events 507	"Chemists' Friends" and Others 510	Medical Exhibition 516	Scottish Notes 498
Competition among Retail Chemists 502	Gazette 499	New Companies and Company News 500	SLOANE MINERAL COLLECTION 514
Correspondence:—	Information Department 508	News of the Week 493	Topical Reflections 498
Letters 523	Insurance Act Dispensing 504	Personalities 507	Trade Marks 506
Miscellaneous Inquiries 524		Pharmaceutical Society of Great Britain:—	Trade Notes 505
Deaths 507		Examination Results ... 500	Trade Report 520
			Wills 507

News of the Week

Key Industry Duty Exemption Application

The Board of Trade has received an application under Section 10(5) of the Finance Act, 1926, for an Order exempting PSEUDOCUMENOL from liability to key industry duty. Communications should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, S.W.1, on or before November 6, 1935.

Dangerous Drugs Acts, 1920-32

WITHDRAWAL OF AUTHORITY

Whereas Aymer Douglas Maxwell, M.B., Ch.B. (Edin.), of "Kenya," Poulner Road, Ringwood, Hants, has been convicted of offences against the Dangerous Drugs Acts . . . :—

Now, therefore, in pursuance of the powers conferred on me by Regulation 6 of the Raw Opium Regulations, 1921, as extended by the Coca Leaves and Indian Hemp Regulations, 1928, and by Regulation 7 of the Dangerous Drugs (Consolidation) Regulations, 1928, I hereby give notice that I withdraw, as from to-day's date, from the said Aymer Douglas Maxwell, the authority granted by the said Regulations to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves, Indian hemp, and the drugs and preparations to which Part III of the Dangerous Drugs Act, 1920, applies:

And I also direct, as from the same date, that it shall not be lawful for the said Aymer Douglas Maxwell to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928.

JOHN SIMON,
One of His Majesty's Principal
Secretaries of State.

Whitehall, October 18, 1935.

Malta Proprietary Articles Trade Association

The Malta Proprietary Articles Trade Association held its first meeting on September 21, when the meeting unanimously approved that prices be protected. Mr. Roger Strickland was elected permanent secretary. The second meeting was held on September 25, when the Council was elected. The following are the members:—Messrs. V. J. Salomone, G. Vassallo, J. Muscat, G. Laferla and A. L. Barrett. It was decided that protected prices would become operative as from October 1, 1935. The following manufacturers have given a lead in protecting their products in Malta:—Aspro, Ltd.; Pond's Extract Co., Ltd.; W. J. Rendell, Ltd.; Scott & Bowne, Ltd.; Scott & Turner, Ltd.; Fassett & Johnson, Ltd.; Burgoyne, Burbidges & Co., Ltd.; Asta A.-G.; Anglo-American Pharmaceutical Co., Ltd.; Alfred Bishop, Ltd.; Foster McClellan Co., Ltd.; Griffiths Hughes, Ltd.; Istituto Sieroterapico Milanese; Kolynos, Ltd.; Lambert Pharmacal Co.; Novo Terapeutisk Laboratories; Sandoz, and others. There is no doubt that the M.P.A.T.A. will receive considerably more support from manufacturers. Seventy-two retailers are members of the Association, and only four have not joined.

Opening Sessional Events

A dance inaugurated the winter session of the Thames Valley District Pharmacists' Association at Kingston-on-Thames on October 15. Many members and friends were present, and dancing was continued till a late hour.

The annual reunion supper of the West Middlesex Chemists' Association and Branch was held on October 15 at Eden's Restaurant, Ealing. Mr. F. H. Mylroi (president), in the chair, welcomed a large gathering. An excellent concert followed supper.

The Blackpool Branch of the Pharmaceutical Society opened the winter session on October 17, when Mr. H. Hali (president) welcomed the members. The main business comprised drawing up a programme for the winter. The branch decided to hold one main dinner and dance in place of the usual two.

The first general meeting of the winter session of the Leeds Branch of the National Pharmaceutical Union was held on October 8, Mr. F. Midgley in the chair. Some of the subjects discussed were the Chemists' Sickness and Provident Society, and the advisability of charging a fee on sales of scheduled poisons requiring a signature.

The Birkenhead and Wirral Pharmacists' Association held their opening meeting of the session at the Woodside Hotel, Birkenhead, recently, when an entertaining programme of ciné films was presented by Mr. Harold Hirst, M.P.S. During a short interval the Association provided light refreshments for the lady visitors. The president, Mr. Ambrose Lloyd, was in the chair, and a hearty vote of thanks to Mr. Hirst was passed.

The opening meeting of the winter session of the Bournemouth and District Branch of the Pharmaceutical Society was held, on October 15, Mr. F. E. Bilson in the chair. An address on "Analytical Work in connection with Forensic Medicine" by Mr. A. S. Carlos, B.Sc. (assistant public analyst for Bournemouth), was accorded a hearty vote of thanks. Mr. V. J. Scampton (secretary), in his report, mentioned that a donation of £3 3s. had been sent to the Benevolent Fund as the result of a collection taken at the annual outing; and that arrangements for the meeting of the British Pharmaceutical Conference in Bournemouth in 1936 were well in hand. Appeal was made to the members to contribute towards the special Conference fund.

The first general meeting of the present session of the Cheltenham and District Branch of the Pharmaceutical Society was held recently. In the unavoidable absence of the president (Mr. H. Miller), the chair was taken by the immediate past-president (Mr. P. James). A description was given by Mr. J. Lovell Goulder of his holiday on the Continent. Visits to the Brussels Exhibition and the battlefields and a journey through the Ardennes to Luxemburg and along the Mosel and Rhine valleys through the Black Forest to the Austrian Tyrol were described. Passing to Switzerland, the lecturer showed slides of the Klausen and St. Gothard Passes and of the Rhône Glacier and Valley, including coloured illustrations of blue gentian and arnica in their native haunts.

(See also "Hull," "Liverpool" and "London.")

After-Dinner Speeches

In proposing the toast of "The Pharmaceutical Society" at the annual dinner and Benevolent Fund evening of the Southport Pharmacists' Association at the Royal Hotel, Southport, on October 8, Mr. T. Pickering (president) claimed that 100 per cent. of the retail pharmacists of Southport were members of the Society before compulsory registration was established. Mr. Marns, replying, referred to the appointment of inspectors. The Society, he said, required men who had had experience in working behind a chemist's shop counter and knew the difficulties of their business. That was why they had fixed the minimum age at thirty-five. They hoped their inspectors would be helpful to their fellow craftsmen and not institute a system of inspection visualised by some people. The object of that meeting was to appeal for their Benevolent Fund, and he must congratulate the Southport chemists on the high average of 4s. 6d. a head they contributed. Since the Fund was established there had never been one penny taken from subscription for administration. A vote of thanks was proposed by Mr. H. Orr. Mr. T. R. Newton proposed the toast of "The Visitors," and Mr. Ian Ferguson (Evans, Sons, Lescher & Webb, Ltd.), responded.

The annual dinner-dance of the Reigate, Redhill and District Branch and Association was held on October 16 at Coulsdon, under the presidency of Mr. W. H. Fowler (chairman of the Surrey Insurance Committee). The convivialities of the evening were supervised by Mr. W. J. Bush, a toastmaster and M.C. of considerable popularity. Rounding off the evening's enjoyment were two very amusing turns by Leonard Henry. The guests of the occasion included Mr. C. A. Noble (a member of the Pharmaceutical Society's Council), Mr. C. W. Preston (chairman of the Reigate, Redhill and District Chamber of Commerce), and Mr. Bell (clerk to the Surrey Insurance Committee). The toast of "The Pharmaceutical Society of Great

Britain" was proposed by Mr. H. J. Sadler (vice-president of the local Association). Mr. Noble, responding, said they had heard nothing further from the Home Secretary with regard to the period after which the new labelling regulations should come into force; they remembered that the pharmacists asked for twelve months' notice and were told that six was sufficient. They had renewed their request for twelve months; they were hoping that their claim would be met and that the labelling regulations would not take effect until May 1937. They would all be receiving forms for the registration of shops, a provision coming into force in January next year. Extra staff would be required and the question of housing this extra staff arose. At present they occupied the whole of Bloomsbury Square from attic to cellar. With regard to the new building, he would like to say that during his eighteen months' experience with the Council, attending every meeting, he had yet to hear any member suggest anything in the nature of an elaborate building. All they required was a sound building, sufficient to house the whole of their activities. The Finance Committee were quite confident that they could house the whole of their activities in one building, pay for it and maintain it, without putting on penny additional burden on any of the members. In the new year the inspectors under the new Pharmacy Act would commence their duties; they would be carefully chosen by a special committee and would be trained men. He appealed to his brother pharmacists to look upon those inspectors as people acting in an advisory capacity and not to consider them as pharmaceutical policemen. Territorial representation was discussed at the last Conference, was before the Council a fortnight ago and was to be discussed again. It would be one of the main subjects at the Conference next year, he thought. Those entering pharmacy after next year would have to pass matriculation standard. He thought that a step in the right direction. Making reference to the Benevolent Fund, Mr. Noble said he had reason to thank the local branch on behalf of the chairman of that Fund and to congratulate them on their active support. The toast of "The Local Association and Branch" was proposed by Mr. H. G. Tibbett (president of the South Western Association), who said they had an attendance at meetings of about 50 per cent., and few associations could claim so to maintain the interest of their members. Their president, Mr. Fowler, was a good friend of his and of every member. Mr. Fowler, in the course of his reply, said that last year he appealed to pharmacists to come out more and take part in public life. He thought this had been done to some extent in a small way.

Birmingham

Complaints by traders of the use of church rooms for sales of bankrupt stock have induced the Bishop of Birmingham to state that such applications should be refused.

A general meeting of Birmingham chemists discussed the "Chemists' Friends" scheme sponsored by the National Pharmaceutical Union at the Grand Hotel on October 22. Alderman Poole took the chair, and the scheme was explained by Mr. H. H. Marshall (member of the executive of the N.P.U.). Asked if the company chemists would support the scheme, Mr. Marshall replied that he hoped they would, but that the scheme had been formulated by the N.P.U. in the interests of the private chemist. A resolution to support the scheme was carried unanimously. Mr. Marshall, who is a candidate for the coming P.A.T.A. election, then gave an election address. If returned to the Council on this occasion he was determined to do all in his power to secure a minimum discount of 33½ per cent. off all unstamped proprietaries.

Chester

On October 9 Mr. Henry M. Lloyd, a member of the Council of the Pharmaceutical Society, addressed a meeting of the Chester Branch. Dealing with the provisions of the Pharmacy and Poisons Act, 1933, Mr. Lloyd pointed out that it was the duty of every pharmacist to make himself familiar with its provisions. With regard to the inspectorate to be inaugurated he asked his hearers to remember that inspectors would be qualified pharmacists. Any advice they might give should be accepted in a spirit of friendliness. Commenting on the higher standards of examination, the speaker suggested that the improved efficiency would be a justification for adequate remuneration. He advised the younger generation to take a post-graduate course in biochemical analysis so that they might be equipped to meet the requirements of modern methods of diagnosis. A discussion took place after the address.

Coventry

Under the auspices of the Coventry Branch of the National Pharmaceutical Union a lecture on the Lofoten cod-liver oil industry was given recently by Mr. A. T. Hall, Ph.C. Manufacturing processes were illustrated by lantern slides. Among those present were Dr. E. G. Bryant (head of the Department of Pharmacy, Birmingham Central Technical College), Mr. E. W. Mann, Councillor Lee Gordon, Mr. Lockwood Nundy and Alderman Charles Davis, Leamington (president and secretary of the Warwickshire Branch of the Pharmaceutical Society).

Exeter

The annual meeting of the Devon Branch of the National Pharmaceutical Union was held at Exeter on October 16, Mr. A. J. Merrifield presiding. The annual report and financial statement were adopted, and the following were elected:—*Chairman*, J. W. Lake; *Vice-Chairman*, A. J. Merrifield; *Treasurer*, W. R. B. Arnold; *Auditor*, J. Harris; *Secretary*, F. Southerden; *Committee*, F. E. Battershill, W. C. Bennett, G. A. Clarke, M. T. Foster, A. T. Hayward, C. Huxtable, A. C. Milton, I. R. Phillips and P. F. Rowsell. The "Out of Friends" scheme was discussed, and it was resolved that in the absence of co-operation from the company chemists it should not be adopted. It was resolved to approve the "Chemists' Friends" scheme and to recommend the members to give it their loyal support. A memorandum on irregular trading by so-called buying clubs connected with institutions, offices, etc., was considered and joint action with the local chamber of trade proposed. The report refers to the popularity of the N.P.U. clearing house. No movement in the area towards the setting up of public medical services had been reported, but members were asked to inform the Branch secretary of any such movement.

Hull

About 100 members and friends of the Hull Chemists' Association and the local branch of the Pharmaceutical Society were present at the inaugural whist drive and dance of the session at Powolny's Restaurant, Hull, on October 17. The M.C.'s were Mr. H. Ringrose and Mr. R. H. Watson. Winners



GROUP AT THE HULL CHEMISTS' WHIST DRIVE AND DANCE ON OCTOBER 17

at whist were "Jane," Miss Willey, Mr. Dean and Mr. E. S. Brocklehurst. Among those present were Mr. H. S. Smart (president) and a number of past-presidents, including Mr. Palmer, Mr. A. Bennet, Miss M. Bolton, Mr. R. B. Sawyer, Mr. S. A. T. Boyce, Mr. C. A. Hewitt, and Miss Thelma Sawyer (president of the local Pharmaceutical Students' Association).

Leicester

The presentation of prizes to successful students of the Pharmacy Department during the session 1934-35 by Mr. John A. Bolton took place at a meeting of the Leicester and Leicestershire Branch of the Pharmaceutical Society of Great Britain and of the Department of Pharmacy of the Leicester College of Technology on October 15. The large audience included chemists from the city and county, among them Mr. P. C. G. Stiles (president of the Local Branch), chairman of the meeting; the Principals of the Colleges of Art and Technology;

the chairman of the College Committee; Mr. A. E. Young (chairman of the Pharmacy Department Advisory Committee); Mr. F. Purse; Mr. F. H. Clark (secretary of the Local Branch); Mr. F. J. Young; Dr. E. W. Goodwin. The chairman referred to the great loss which Leicester pharmacy had sustained in the death of Mr. S. F. Burford and Mr. K. I. Spencer. Mr. Kershaw (principal of the College) spoke appreciatively of the close association of the Leicester chemists with the Department of Pharmacy, as shown in their gifts of prizes and in the Leicester apprenticeship scheme. Mr. Chamings spoke of the excellent spirit which prevailed throughout the Department. The number of students during the past session exceeded 100, of whom forty-eight took the full-time course. Thirty-six had passed various examinations in pharmacy. Of special interest during the past year was the production for the first time of the magazine, "The Tonic." Nearly all of the students who had qualified recently were already in full-time employment. Mr. J. A. Bolton, in distributing the prizes, traced his success in life to a determination to rise early. He gave the students the following maxims: Go straight for it; master all details; always know more than you are expected to know; make good use of other men's brains; listen well; answer cautiously; hold on to what you have; do not stretch out further than you can reach; never put your hand out beyond your power to draw it back again; decide promptly. The prize-winners were as follows:—

Preliminary Scientific and Inter B. Pharm. Course.—First prize, also chemistry and physics prizes, Albert Norman; second prize, also botany prize, John Henry Beck.

Pharmaceutical Chemist and B. Pharm. Course.—Prize and certificate of honour (pharmacognosy), Margaret Smith; (botany), Richard Antill Capriles; (pharmacy and pharmaceutical chemistry), Kenneth Ian Spencer (posthumously awarded).

Chemist and Druggist Course.—Prizes presented by A. de St. Dalmas & Co., Ltd.: First prize, also certificate of honour in practical pharmacy and pharmaceutical chemistry, Charles Roy Hancock; second prize, also certificate of honour in forensic pharmacy, Harry Franklin Smith; certificates of honour: (pharmacognosy), Eric James Fitchett; (pharmacy, theoretical and oral), Arthur Ardwell Wompra.

Special Prizes.—Presented by E. H. Butler & Son, Ltd., Raymond Jack Nevett. Presented by the Pharmaceutical Society of Great Britain, Charles Roy Hancock. Presented by the Advisory Committee of the Department of Pharmacy, Thomas William Dickens.

Liverpool

After occupying the chair at meetings of the Liverpool Water Committee continuously for nearly five years, Alderman Edwin Thompson has relinquished it at his own suggestion. The adoption of such a limit would, he believed, lead to greater keenness among the members.

In an article in the "Liverpool Echo," recently, Dr. Harry Roberts criticised the National Health Insurance Act. As a direct consequence of this ill-informed political adventure, he stated, the drug-taking habit of the people revived. Fortunately, few of the drugs did much harm, while some did good.

The opening meeting of the Liverpool Branch of the Guild of Public Pharmacists was held at the Royal Institution on October 18, Mr. Nixon in the chair. Mr. R. H. Henriksen read a paper on "The Chemistry of the Vitamins." The author dealt with the chemical constitution of the vitamins, and mentioned that Dr. Heilbron had done a considerable amount of work on vitamin A when he was at Liverpool University. Dealing mainly with vitamin C (ascorbic acid), the lecturer remarked that the fact that it formed a salt caused a lot of trouble.

At the Royal Institution, on October 15, the Liverpool Chemists' Association met to discuss the question of earlier closing and the "Chemists' Friends" scheme. Mr. G. L. Clubb (president) took the chair and opened the discussion by stating the present results of chemists' efforts to obtain a closing order for 7 p.m. (Friday and Saturday 8 p.m.). Mr. Parry, asking whether the chemists realised what the closing order really meant, said no closing order would prevent a chemist from dispensing an urgent prescription at any time of the day or night. Their insurance contracts practically implied that they should provide a dispensing service to the public at all times. It was decided to adjourn discussion to a later meeting. Dealing with the "Chemists' Friends" scheme, Mr. W. H. Clubb (a member of the N.P.U. Executive) said all members of the National Pharmaceutical Union had received

circulars explaining the scheme, and it had been advertised throughout the trade Press. A number of manufacturers had already indicated their intention of joining in the scheme. Definite proposals as to what manufacturers were desired as members were invited. Mr. Moreton Parry seconded this proposal, but asked whether it would not be better to obtain from that meeting a resolution either supporting or not supporting the scheme. After further discussion, Mr. Dalrymple (managing director, Ayrton, Saunders & Co., Ltd.), remarked that retail chemists were not giving, and could not give, a *quid pro quo*. In reply, Mr. W. H. Clubb remarked that the points mentioned had not been lost sight of by the N.P.U. He quoted passages to show that retailers would be giving a return. The motion "That this meeting of the Liverpool Chemists' Association is in favour of the 'Chemists' Friends' scheme and pledges its support" was carried unanimously.

London

At Old Street Police Court, on October 18, Harry A. Sillett (18), clerk, was discharged under the Probation of Offenders Act on a charge, to which he pleaded "Guilty," of stealing goods value £14 from May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1, his employers.

At Marylebone Police Court, on October 19, Ian D. N. Arnott (30), described as a telephone operator, was sentenced to three months' imprisonment in the second division on conviction of charges under the Bankruptcy Acts, including one of obtaining credit for the sum of £13 from Taylors Cash Chemists (London), Ltd.

The opening meeting of the present session of the South-West London Chemists' Association was held recently. Dr. W. H. Linnell, Reader in Pharmaceutical Chemistry in the University of London, gave a lantern lecture entitled "Problems of Coal Research." Questions were asked to which Dr. Linnell gave detailed replies. A vote of thanks, proposed by Mr. Woodnoth, was carried unanimously.

The opening meeting of the session of the Guild of Public Pharmacists was held at 17 Bloomsbury Square, W.C.1, on October 16, Mr. C. H. Sykes (president) in the chair. There was a good attendance to hear Dr. Aubrey Lewis (Maudsley Hospital) deliver a lecture entitled "Drugs and Psychological Medicine." Dr. Lewis said many patients showed more confidence in advertisements than in their doctors. The psychiatrist, he stated, could not possibly dispense with drugs, however strikingly he was reminded, at times, of their abuse. One of the most common fallacies was to suppose that what has been produced by psychological causes can only be treated by psychological methods.

The annual meeting of the North-East and East London Pharmaceutical Association and Branch of the Pharmaceutical Society was held on October 17, when the officers were re-elected *en bloc*. Mr. F. W. J. Hooper (chief pharmacist, Metropolitan Hospital) gave his presidential address under the title of "A Mystery Soliloquy," thinking aloud on the pharmacists' present difficulties such as competition from unqualified traders, over-numerous shops, lack of regulation of entry of apprentices, etc. Special "places" were advocated for price cutters, prescribing pharmacists, dope sellers and manufacturers of cancer "cures." Satisfactory financial statements were submitted by Mr. W. Wells (treasurer) and reports from other officers were approved.

Without doubt the way in which the Western Pharmacists' Association open their winter session is the correct one. What better method could be devised of bringing members together in amity than a supper and a whist drive? The gathering at Stewart's Restaurant, Old Bond Street, W.1, on October 17, was uniformly cheerful. The President (Mr. David Jones) and Mrs. Jones received over 100 guests, and at the supper table they were supported by Mr. A. R. Melhuish and Mrs. Melhuish, Mr. and Mrs. C. A. Noble and other prominent members of this and other associations, among them Mr. and Mrs. Peter Irvine, Mr. and Mrs. B. R. Wilkinson, Mr. and Mrs. W. D. Shirliff, Mr. N. H. Schollar, Mr. W. B. Falding, Mr. and Mrs. William Chalmers, Miss Hindes, Miss Sproule and Mr. Harry Martin. The health of the president and of Mrs. Jones was drunk with enthusiasm on the suggestion of Mr. Melhuish, and other toasts and replies created amusing interludes. The stern business of whist was ended about 10.30 p.m., when the prizes went to Miss Falding (1st Ladies'),

Mrs. Fox and Miss Culverwell (mystery prize). The first among the men was Mr. Harry Martin, then Mr. Oliver, and the mystery man was Mr. F. C. Goodwin. Consolation prizes were secured by Mrs. Chalmers and Mr. E. Schollar.

At Tower Bridge Police Court, on October 22, Coleman Romain (29), salesman, Jack Stevens (27), tobacconist, Israel D. Lubranietzsky (25), perfumer, and Benjamin Meadows (28), tobacconist, were charged on remand with conspiring together, and with others not in custody, to cheat and defraud such persons as might be induced to part with goods on credit to D. Lewis, trading as a wholesale grocer and chemists' sundriesman at 175 Borough High Street (C. & D., October 19, p. 467). The evidence of Arthur Barden was concluded. The remainder of the hearing was occupied with evidence relating to an account with Thomas Hedley & Co., Ltd., soap manufacturers, to whom, it was stated, Lewis owed £360 when the account was closed in April. Mr. John E. Hoskins, accounts manager of the company's London branch, said that towards the end of their dealings with him Lewis gave them a post-dated cheque for £100 which was returned marked "R.D." In answer to Mr. Simmonds, the witness said they were not satisfied with the account, and in March the two large orders would not have been executed but for a mistake on the part of a junior clerk. Mr. W. Kenneth Foster, traveller, formerly employed by Messrs. Hedley & Co., mentioned the steps he took to try to obtain payment of this account. In answer to Mr. Simmonds, the witness said he did not tell Lewis that if he paid £35 in cash it would be accepted in full settlement. His firm would not have accepted that amount in settlement. A further remand was ordered, bail being accepted as before.

Principal E. E. Mallett, D.Sc. (Woolwich Polytechnic), gave an address on "The Sandwich Scheme" at a well-attended meeting of the South-East Metropolitan Branch of the Pharmaceutical Society at the Plough Hall, Lewisham, S.E., on October 15, Mr. Cecil H. Foster in the chair. Dr. Mallett expressed some personal regret at the abolition of part-time classes for pharmaceutical students, because, in his opinion, they afforded a desirable blending both of shop and college training. The Woolwich "Sandwich" scheme had been introduced to provide such a combination for the engineering trades, and the success which had attended it led him to hope that a similar scheme might be introduced for pharmacy students. Under the scheme the apprentice would, prior to the signing of his articles, enter into an agreement with his apprentice master to attend for the necessary year's classes at the Woolwich Polytechnic, the year being divided into three terms of approximately nine weeks each. During term the student would give no service in the shop, but he would be free to undertake duty during vacations. Dr. Mallett emphasised that for a similar scheme to be floated for pharmacy apprentices it was necessary for him to have a guaranteed supply of apprentices for, say, three years. On the question being put, the vote clearly indicated the acceptance of the principles of the scheme, although only four members agreed to take apprentices.

Manchester

A meeting of insurance chemists was held at the Victoria Hotel on October 15, Mr. D. Dickson (chairman of the Manchester Pharmaceutical Committee) presiding. The secretary (Mr. T. Miller), in the course of a short report, said that in 1934 2,158,002 prescriptions had been dispensed in Manchester with a total value of £72,156. The drug cost amounted to 4s. 3d. per insured person, and the number of prescriptions issued averaged 6.39 per insured person. This was much higher than the average throughout the country. Under the drug testing scheme seventy-eight samples of medicines and eighteen of appliances had been taken. Of the medicines ten were referred for investigation and one appliance was referred. The decisions of the Committee were that in two cases that no further action be taken, in five cases the pharmacists were warned, and four cases were referred to the Minister of Health for suitable action. One penalty of £1 and two penalties of £2 were imposed, and one case was left outstanding. As deficiency in ammon. carb. was frequently a cause for reference, the secretary said it was desirable that greater care should be exercised in dispensing this and other volatile substances.

Portsmouth

The twelfth annual meeting of the Portsmouth and District Branch of the Pharmaceutical Society was held at the Southsea

Club on October 16, Mr. F. Hemming (chairman) presiding over a good attendance. The membership of the Branch, including student-associates, is now well over 200, and the secretary's report indicated a successful year's working. The following appointments were made for the ensuing year:—*Chairman*, Mr. W. L. B. Murray; *Vice-Chairman*, Mr. H. A. McCoy; *Treasurer*, Mr. G. W. Darling; *Auditors*, Messrs. J. E. Eyres and J. W. Rhodes; *Secretary*, Mr. F. H. Ruoff; and *Secretary to the Sports and Entertainment Committee*, Mr. T. A. Johnson. A ladies' committee to arrange social functions is at work under the presidency of Mrs. W. Murray, with Miss A. M. Atterbury as secretary.

Sheffield

Mr. H. W. Stiles, chemist and druggist, Doncaster, has offered, in memory of his father, Mr. H. M. Stiles, Ph.C., to present £100 to the local branch of the Pharmaceutical Society to be invested, and the income to be used for the purchase annually of books or apparatus for a local student. The award is to be called the "Stiles" prize.

At the recent annual meeting of the local Branch of the Pharmaceutical Society, presided over by Mr. A. H. Culverhouse, the following were elected to the *Committee*: Messrs. Austen, Crowe, Culverhouse, Gilbert, Hallatt, Kirman, Norwood and Williams. Reports were received from Mr. J. T. Appleton and Mr. J. E. Crowe on the Belfast Conference, and from Mr. H. H. Greenfield on social events. Mr. C. H. Hewitt, who has resigned from the position of treasurer, was thanked for his services, extending over forty years, to the local Society and the Branch. The prizes to the Sheffield and Barnsley students were presented by the chairman as follows:—*Sheffield*: First year, Douglas W. Hine, Cuthbert Patrick, John G. Powell; second year, Arthur Waring, Alfred Wilson, Geo. A. Fells. *Barnsley*: First year, G. R. Cornish, E. Musson; second year, R. Brothwell, J. Hodgson.

Miscellaneous

NATURE PHOTOGRAPHY.—At the Natural History Museum, London, S.W.7, an exhibition of photography of scenery, animals and birds has been opened for a few weeks. Photographs from Continental countries are included, and the exhibition as a whole bears witness to difficulties conquered.

ROYAL INSTITUTION.—The lectures arranged at the Royal Institution before Christmas include one on "The Liberation of the Electron," by Mr. Clifford C. Paterson, on November 9; "The Synthesis of a Natural Colouring Matter," by Sir Robert Robinson, on November 15; "A Survey of Modern Views on Nutrition," by Dr. E. Mellanby, on November 26, December 3, 10 and 17.

INSTITUTE OF CHEMISTS-OPTICIANS.—At a meeting of the Ophthalmic Benefit Joint Committee on October 16 the report of Dr. Martin on the inspection of the Institute's examinations held in April and July 1935 was under consideration. After a full discussion, the Committee passed the following resolution:—"That the standard of examination of the Institute of Chemists-Opticians as approved in the report of Dr. Martin is accepted by this Committee."

IN THE COURTS.—At Flintshire Quarter Sessions, on October 17, Messrs. Roland Hampson and Gomer James, chemists and druggists, Rhyl, appealed against a conviction and fine of 5s. for contravening the Sunday Observance Act, 1677, by selling two razor blades on Sunday. Major Elsdon, barrister, for the respondents (the magistrates), submitted that razor blades could never be classed as surgical instruments, and were not articles justifying a Sunday sale. Mr. Gomer James said he had supplied his assistant with a list of essential articles for Sunday sale. Miss Norah Breese, the assistant, said razor blades were not mentioned in lists of essentials or non-essentials. There were other articles in the shop not included in any list, and she used her discretion. Mr. Ewart (for the defence) said the object of the Sunday Observance Act was to make people go to church, and that could hardly apply to-day. The Court dismissed the appeal, with costs.—At Lancaster Assizes, recently, Edgar Atkinson (32), clerk, Blackpool, was sentenced to six months' imprisonment in the second division for inciting a kennelman of Blackpool Greyhound Racing Co. to administer drugs to racing greyhounds to affect their running.

Irish Notes

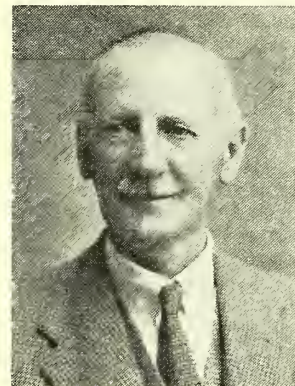
Pharmaceutical Society of Ireland

The results of the October Licence examination of the Pharmaceutical Society of Ireland are as follows:—Passed with honours: Cyril Joseph Staunton. Passed: Patrick Stephen Lalor and Eugene Thomas Leonard. Nineteen candidates presented themselves.

Pharmaceutical Society of Northern Ireland

Mr. William Sinclair Taylor, who has been elected president of the Pharmaceutical Society of Northern Ireland for 1935-36, is the eldest son of the late

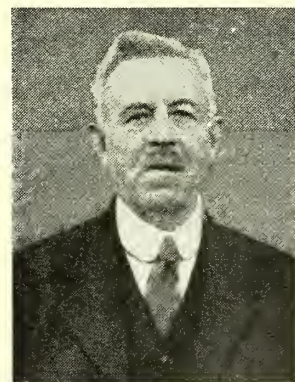
Dr. William Taylor, Downpatrick. He served his pharmacy apprenticeship in the Medical Hall of the late Dr. Tirenian, Enniskillen, where he was a fellow apprentice of the late Dr. R. M. Brontë, the well-known analyst. After he had served his apprenticeship Mr. Taylor was for a while with Messrs. Wells, Baggot Street, Dublin, and eventually he returned to his old establishment in Enniskillen, which he purchased in 1911. Mr. Taylor is a foundation member of the Council of the Pharmaceutical Society of Northern Ireland, and his election to the presidency this year was unanimous. He has always been a great champion on the Council of the interests of provincial chemists, especially in the way of providing facilities at reasonable rates for the education of apprentices. Mr. Taylor is married to a daughter of the late Mr. W. J. Ritchie, proprietor of the "Fermanagh Times," and is a brother-in-law of the town clerk of Enniskillen.



MR. W. S. TAYLOR

Mr. Samuel Gibson, J.P., the new vice-president of the Pharmaceutical Society of Northern Ireland, has long been

an outstanding figure in the drug trade of Northern Ireland. He is a son of the late Mr. Samuel Gibson, who founded a drug business in Mill Street, Belfast, in 1856, and carried it on until his death in 1883. Mr. Gibson continued the business, which was transferred to King Street, and it was only this year that he retired. Mr. Gibson has been identified with pharmaceutical politics in Ireland for nearly fifty years. He gave evidence before a House of Lords Committee when he was twenty-four years old, and he had a share in the passing of the 1890 Act. He has filled the position of president of the Chemists' and Druggists' Society of Ireland, of which he was treasurer for many years, and he has just vacated the treasurership of the Pharmaceutical Society of Northern Ireland to take up the vice-presidency. Mr. Gibson, in addition to being in the drug trade, is also a successful stock raiser, his prize cattle winning many trophies at Irish shows. He is a brother of Mr. W. J. Gibson, who was formerly in the drug trade in Belfast, and three of his father's sisters became the wives of druggists: Mr. John Campbell, Divis Street, Mr. James Hogg, York Street, and Mr. Alexander Sinclair, Shankill Road.



MR. S. GIBSON, J.P.

Scottish Notes

Brevities

In some parts of Scotland there has been quite a run on cuttle fish bone powder. On inquiry, it transpires it is being taken with milk as a remedy for boils.

Miss Isabella Dow, chemist and druggist, 6 Strathallan Terrace, Glasgow, W.2, has been appointed dispenser in the Tiberias hospitals of the Jewish Mission Committees.

At Hamilton Sheriff Court, on October 16, a man aged thirty-seven, with an address in Glasgow, was sent to prison for six weeks for having stolen £34 from the Motherwell branch premises of Boots, Ltd., where he was employed.

The Medical Practitioners' Union, invited by the committee appointed by the Department of Health to review the existing health services of Scotland, has prepared a memorandum indicating the lines along which, in their view, the health services should be developed. It is recommended by the Union that medical benefit be extended to the whole population, and that it be entirely removed from the sphere of the approved societies.

Aberdeen

The Aberdeen Press for October 17 reviews a book on "The Teaching of Chemistry in the Universities of Aberdeen," by Professor Alexander Findlay.

Pharmacists were included among representatives of the various distributive trades in Aberdeen at a meeting to consider forming a federation of trade associations.

Perth

A ten-gallon carboy of "0.880" ammonia burst at a Perth chemist's shop recently, percolated through the floor to a

tailor's shop below and caused damage to the extent of nearly £20. Firemen with gasmasks washed the liquid from the tailor's premises.

Perth chemists took advantage of the presence in Perth of the Conference of the Scottish Association of Insurance Committees, on October 4, to meet Mr. A. B. Gilmour (superintendent of the Central Checking Bureau) and Mr. J. Rutherford Hill (secretary of the Pharmaceutical Society in Scotland) to discuss with them various points connected with insurance dispensing. Mr. A. A. Dick (member of Council) and Mr. J. Culbert (vice-chairman of the North British Conference) also attended the meeting and entered into the discussion.

Glasgow and the West

A meeting of Paisley chemists was held on October 21, when it was unanimously agreed to form The Paisley and District Chemists' Association, covering the areas Paisley, Barrhead, Eliderslie, Johnstone, Oldhall, Ralston and Renfrew. The following office-bearers were elected:—Mr. C. J. Stuart, *President*; Mr. Thomas McKim, *Vice-President*; Mr. Douglas A. Monner, *Secretary and Treasurer*. *Committee*: Miss Coll, Messrs. J. Farmer, Douglas Hamilton, A. Whiteford. Numerous subjects, including dispensing fees, working hours and rota duty were introduced, and lively discussions ensued.

The Royal Technical College, Glasgow, has been presented by the Anglo-Iranian Oil Co., the Burmah Oil Co., and Scottish Oils, Ltd., with a high-pressure plant for the investigation of reactions under pressure and temperature, and a still and fractionating column for teaching the principles of distillation and for research. Sir John Cargill made the presentation, and Dr. Robert Robertson, chairman of the governors, conveyed to Sir John Cargill the governors' appreciation of the gift.

Topical Reflections

By Xrayser

"Coming Events Cast Their Shadows Before"

is a statement well illustrated by the address of Mr. Linstead at the meeting of the Bradford Branch of the Pharmaceutical Society (*C. & D.*, October 19, p. 466). The secretary did not tell his hearers much that was new, but he put in a concise form a good deal of information which should be useful to pharmacists generally. An important point he stressed is that after January next a pharmacist can no longer own a chemist's shop and a drug store. This is a salutary provision of the Pharmacy and Poisons Act. Another piece of information of value is that a pharmacist who wishes to prescribe a poison in a mixture can do so, provided he enters the transaction in the poisons book, the implication being that the right of the pharmacist to prescribe has received, in the new Act, some sort of legal sanction. The question of inspection was also touched upon. The duties of the inspectors who will visit pharmacies are evidently wider than was at one time thought. They have, in the first instance, to see that the authorised seller is carrying out the provisions of the Act regarding entries in his register; but it is also their job to get people who are not quite so careful as they should be to improve their standards. This statement might mean anything; it seems to imply that an inspector can comment and advise, for instance, upon the condition of the pharmacy generally, whether it is tidy, whether the dispensing of poisons is done in such a way as to prevent mistakes, and other points of conduct. Next year bids fair to be an interesting one for the retail trade.

"Employment with Investment,"

concerning which you comment editorially on p. 479, has a pleasant sound. It conjures up a picture of a few hundreds of pounds snugly invested in a pharmacy of which the investor is manager or director; the implication is that he will have a good opportunity of looking after the capital he has put into the business. The reality is, as you point out, that he loses his money, and also, I may add, his faith in human nature. I have pointed out before

that the young pharmacist who has money and wishes to invest it in a business, either already in being or to be started, cannot go too carefully to work. If he is thinking of opening a pharmacy on a new "pitch," he should spend several days in the neighbourhood before he eventually decides the matter, and in that time he should get to know all there is to know about the prospects. This can usually be done by getting into conversation with different local people who know the district and its requirements. If he is buying an established business, he should exercise still more care. Perhaps the best safeguard against buying a "dud" is the examination of a set of books which have been kept up by an accountant and from which a certified balance sheet has been made out. If, in addition, some idea of the value of different wholesale accounts can be obtained, and whether they are paid promptly and systematically, valuable information will be in his possession as to the soundness and the profit-making capacity of the business.

I Can Bear Out

the statement of "Observant" (p. 491) that there are many shops the windows of which are so dressed that they give the ignorant passer-by the impression that they are chemists' shops, until a closer inspection reveals some ambiguous phrase or statement which signifies that they are not. I occasionally pass one of these shops. There is a sign a few feet away from the window upon which, at a short distance, the word "Chemist" only can be read. Upon getting nearer one sees the word "Sundries" in very small letters. This method of drawing attention to the shop may not be illegal, but it is certainly misleading; perchance one of our new inspectors under the Pharmacy and Poisons Act will see this sign and decide that something must be done about it. The unfortunate thing is that there are wholesalers who exist for doing this particular class of business and, in addition to supplying the goods, give advice upon how to sell them. The chemist appears to be regarded as a species of Aunt Sally, and it seems to be everybody's affair to throw something at him, figuratively if not literally.

Legal Reports

Fraud and False Pretences.—At London Sessions, on October 23, Henry Thomas Hart (45), described as an engineer, pleaded "Guilty" to charges of obtaining money by false pretences without disclosing that he was an undischarged bankrupt, and to charges of fraudulent conversion. He admitted obtaining £60 from Sheffield Pharmacies, Ltd., being entrusted by Sheffield Pharmacies, Ltd., with a cheque for £65 for the purpose of registering a company called the Chemists' Finance Trust, Ltd., and converting it; and similarly converting cheques for £40 and £100 for the purpose of registering a company called Jenners (Chemists), Ltd. Mr. L. A. Byrne, for the prosecution, said that in July the prisoner met Mr. John Edwin Crowe, chemist and druggist, managing director of Sheffield Pharmacies, Ltd., and entered into an agreement with him to register two companies. Under this agreement he was to have been employed as a financial organiser at £1,200 a year. Counsel related the facts of the case as set forth in Marylebone Police Court (*C. & D.*, October 19, p. 472). Detective-Sergeant Fred Bowton said Hart also desired two further cases of incurring debts or liabilities to be taken into consideration, the amounts involved being £23 and £2. He had four previous convictions, and had been adjudicated bankrupt on five different occasions. There was about £15,000 outstanding on the five bankruptcies. While employed by Sheffield Pharmacies, Ltd., a creditor began pressing him, and it was in order to adjourn further proceedings against himself that he converted the money. He also formed a concern called the Amalgamated Chemists, Ltd., and after one firm of manufacturing chemists had supplied them with goods to the value of £279, for which they were never paid, the concern failed. Later, Hart became connected with another concern and helped to organise a company which now had twenty-nine chemists' shops. He received £40 for his services in connection with this. He had obtained money from various sources. He occupied offices at an annual rental of £200, and left owing £30 after the furniture had been removed by the bailiffs. Passing sentence of twelve months' hard labour, the chairman said that Hart was without a doubt a man of considerable ability. His lordship was convinced that when the prisoner first went into the business with the Sheffield Pharmacies he had no intention of defrauding anybody, and but for that he would have passed a sentence of penal servitude.

Charge of Conspiracy.—At Clerkenwell Police Court, on October 18, John Bright (22), salesman, Bishop's Road, S.W.6 (formerly known, according to the warrant, as Percy Leskin), and Edward Meadows (25), traveller, Globe Road, E.1 (for whom a warrant was issued in the name of George Lewis, otherwise known as Merry), were charged with conspiring to defraud persons who might be induced to part with goods on credit to a company known as Merry & Bright, Ltd. Mr. G. C. McClure appeared on behalf of the Director of Public Prosecutions, and Mr. Bernard Simmonds, solicitor, for the defence. Mr. McClure said the company was registered in April 1934 to carry on the business of chemists and druggists, and also as tobacconists, confectioners and grocers—a type of business which was not uncommon when there was an opportunity of doing a little cut-price selling. The capital was £100, paid up, according to the bank account, in June. No business appeared to have been done until July 1934, at about which time the defendants called on a Mr. Freedman and discussed the sale of a shop at 421 Lea Bridge Road, Leyton. As a rule, Meadows kept in the background, Bright being the person who signed documents and so on. The sale fell through, but a tenancy agreement for £2 a week was signed on July 21 by Bright, and that was substantially when the business began. A Mr. Adamson, who was a qualified chemist, was employed in the shop. When the company was registered Bright and a man named Nathan Burditch were shown as directors, the latter being chairman. He was, in fact, a hairdresser and a mere figurehead. On August 2 the company came into possession of a small shop at 82 George Street, Euston Square, Bright taking a lease of the premises at £150 a year. Further premises were taken at 105 Clerkenwell Road, in the nature of a warehouse, at a rent of £80 a year, and considerable dealings of a wholesale nature began. Mr. Adamson, at the Lea Bridge Road shop, noticed that goods were coming in very much in excess of re-

quirements, but many of them were removed, apparently to Clerkenwell Road. At this time a few creditors were paid by money lent to the company by the wife of Meadows. In November further premises were taken at 16 Hatton Wall at £125 a year. As often happened in these cases, buying became quite reckless towards the end. Purchases, which in September had been £307, according to the books, went up to £778 in October and to £1,000 in November. They amounted to £871 during the first fortnight of December, and after that time no entries were made in the books so far as could be ascertained. Stock to the value of £1,500 was really not accounted for. In the course of inquiries, said counsel, it was found that a company named John Meadows & Co. was formed in January to carry on business at 71 Westbourne Grove, W.2. An officer visited those premises and found there goods of exactly the same type as those supplied to Merry & Bright. It had also been discovered that on December 21 a letter was sent by Merry & Bright, signed "J. B.," to one of their creditors who was asked to supply a larger order than usual, stating, "The order has been slightly increased due to the fact that we are opening another shop at 71 Westbourne Grove." A company known as the City Tobacco Company was registered, carrying on business at 41 Charles Street; the registered address was the same as that of Merry & Bright and of John Meadows & Co.

An official from Somerset House gave evidence of the registration and subsequent winding up of Merry & Bright, Ltd. Evidence of the renting of various premises followed. The next witness, Mr. William Stewart Adamson, chemist and druggist, said that in June 1934 he saw an advertisement in "The Pharmaceutical Journal," and as a result saw Bright and the other defendant, introduced to him as Merry. They offered him the management of the shop at £3 ros. a week. He went to see the shop, which at the time was not yet fitted, and was engaged by Bright, from whom he took his orders. He ordered the drugs himself. When he pointed out that they must have a qualified chemist as a director of the company, he was appointed a director. The shop was actually opened on July 29, and the time soon came when more goods were being bought than they were getting orders for in the business. When he pointed this out to the defendants they said that by ordering in large quantities they got a discount. He knew there was a shop at George Street, and drugs were going there. They also had an idea of starting a wholesale business, but he warned them against it, because they would then be unable to obtain articles controlled by the Proprietary Articles Trade Association. He found that goods delivered in the first place at Lea Bridge Road were being taken to premises at Clerkenwell Road. He kept no check on this, but on one occasion he called at 105 Clerkenwell Road and found a young black man in charge. About Christmas time he realised that "something was going on." He was thinking about taking over the shop himself, and on December 29 Bright said that if he found a deposit of £25 by the following Monday he (Bright) would consider the matter. On the next Sunday morning witness went to church with his wife. When they returned to their home, opposite the shop, he saw that goods were being removed from the shop on to a lorry by the defendants and a driver. He spoke to Bright, who came into his house and gave him £7. He said he wanted a month's notice, but Bright said he would settle that the next day or on the Tuesday in the office of his solicitor. Witness knew nothing about the premises at Hatton Wall. Merry told him they were going to have an elaborate place at Westbourne Grove or thereabouts. In reply to Mr. Simmonds, witness said that about Christmas time he knew difficulties had arisen with the P.A.T.A., the business having been put on their stop list. The defendants were remanded.

Gazette

Partnerships Dissolved

CALVERLEY, J., and SHOOTER, T., 141 Beeston Hill, Leeds, chemists, under the style of Calverley & Shooter.

WILKINSON, E. P. J., FEARNs, A. E., and COLMER, E., 169 Regent Street, London, W.1, dealers in medical and surgical supplies, under the style of Francine.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

A. V. WRIGHT, LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 23 Young Street, Kensington, W.

ORGANO REMEDIES, LTD. (P.C.).—Capital £200. Objects: To carry on the business of chemists, druggists, etc. Solicitors: Edwin E. Clark & Son, 26-7 Bush Lane, E.C.4.

REGIS DRUG STORES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturing chemists, herbalists, druggists, opticians, etc. R.O.: 31 High Street, Cradley Heath.

CRAIG (SUSSEX), LTD. (P.C.).—Capital £100. Objects: To carry on the business of chemists, drug merchants, opticians, etc. Arthur R. Finlayson, 17 Courtwick Road, Littlehampton, director.

PATTISONS (CHEMISTS), LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturing chemists, druggists, opticians, etc. R.O.: 88 and 89 St. Georges Road, Brighton.

DE MARIGNY COSMETIQUES, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in cosmetics, perfumes, etc. John S. Ellis, 175 King's Court, W.6, director.

GALWAY PHARMACY, LTD. (P.C.).—Registered in Dublin. Capital £500. Objects: To carry on the business of chemists, druggists, etc. John F. Cunningham, St. Brendans, Wood Quay, Galway, director.

MELBURY PERFUMERY PRODUCTS CO., LTD. (P.C.).—Capital, £100. Objects: To carry on the business of pharmaceutical and general chemists and druggists. Solicitors: McKenna & Co., 31/4 Basinghall Street, E.C.

K. BEUGGER & CO., LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in chemicals, gases, drugs, medicines, etc. R.O.: The Bungalow, Gillingham Green, Gillingham, Kent.

MANICURE SPECIALITIES LTD. (P.C.).—Capital £200. Objects: To carry on the business of manufacturers of and dealers in manicure instruments and appliances, etc. R.O.: Back of 154 Whitham Road, Sheffield.

GLISOCOD LABORATORIES, LTD. (P.C.).—Capital £100. Objects: To carry on the business of manufacturers of and dealers in all kinds of medical and toilet preparations, etc. R.O.: 16 Water Lane, Ludgate Hill, E.C.4.

PROPHYLL CO., LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in nose, throat and other sprays, chemicals, gases, medicines, etc. Solicitors: J. A. Hattrell, 32 Bedford Row, W.C.1.

MAILLOCK CRYSTOLETTES (H. BAILEY), LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in patent medicines, pharmaceutical products, chemicals, etc. R.O.: Smedley Street, Matlock, Derbyshire.

ELTHORNE PHARMACY, LTD. (P.C.).—Capital £500. Objects: To carry on the business of wholesale and retail chemists, etc. Mary B. Dunbar, 64 The Ridgeway, Gunnersbury Park, W.3, subscriber. The first directors are to be appointed by the subscribers.

IRISH OIL CORPORATION, LTD. (P.C.).—Registered in Dublin. Capital £1,000. Objects: To carry on the business of makers of and dealers in turpentine and any substitutes, oils and petroleum, chemicals of all kinds, etc. W. W. Clark, 57-58 Chancery Lane, London, W.C.2, director.

H. D. TIMS, LTD. (P.C.).—Capital £1,150. Objects: To carry on the business of pharmaceutical, optical and surgical specialities, chemists, druggists, to acquire the business of chemists and druggists formerly carried on by the late W. I. Auvache and H. D. Tims at 79 Leigh Road, Leigh-on-Sea.

Pharmaceutical Society of Great Britain

Edinburgh Examination Results

THE following are the results of the examinations held in Edinburgh during October:—

No.	PRELIMINARY SCIENTIFIC EXAMINATION				CHEMIST AND DRUGGIST QUALIFYING EXAMINATION			
	Absent	Failed	Referred	Passed	Absent	Failed	Referred	Passed
Entered for Prelim. Sc. exam. ...	130	7	77	21	25	—	—	—
Referred subject in Prelim. Sc. exam. ...	57	—	—	19	38	—	—	—
Entered for C. and D. exam. ...	71	—	—	—	2	16	16	37
Referred subject in C. and D. exam. ...	67	—	—	—	—	—	19	48
	325	7	77	40	63	2	16	35

Candidates have been referred as follows:—Botany, 11; chemistry, 11; physics, 18; pharmacognosy, 2; pharmacy, 21; pharmaceutical chemistry, 10; forensic pharmacy, 2. Total, 75.

Candidates have failed as follows:—Botany, 72; chemistry, 71; physics, 67; pharmacognosy, 9; pharmacy, 15; pharmaceutical chemistry, 16; forensic pharmacy, 8.

The following candidates have satisfied the examiners in the Chemist and Druggist Qualifying examination:—

Arthur, T. McI., Edinburgh	Macdonald, J. F., Edinburgh
Aspinall, Herbert, Brighouse	Mackenzie, John, Stranraer
Austin, W. S., Leeds	McKenzie, W. P., Liverpool
Bannatyne, A. F., Southport	Mackinnon, Duncan, Glasgow
Barnes, G., W. Bromwich	Martin, Wilfred, Manchester
Bellis, Thomas, Bolton	Matthewson, Enid, Ryton-on-Tyne
Binnus, Cyril, Halifax	Midgley, Fred, Leeds
Birnie, Agnes, Aberdeen	Miller, R. T., Glasgow
Brown, A. C., Selkirk	Mills, J. S., Aberdeen
Burton, Norman, Bury.	Milne, John, Edinburgh
Byfleet, H. S., Bradford	Mirman, Isidore, Leeds.
Campbell, W. W., Bonny-bridge	Montgomery, W., Edinburgh.
Carlisle, Harry, Bradford	Osborne, J. L., Haddington
Cetti, V. R., Sale	Owen, Dilys, Liverpool
Clegg, S. C., Sheffield	Oxley, F. R., Morpeth
Coates, John, Wigan	Phillips, Alexander, Glasgow
Cook, J. A., Burntisland	Poole, Marjorie, Nottingham
Crossley, Allan, Preston	Rawling, W. A., Scarborough
Cruikshank, G. McL., Dingwall	Reary, A. F., Portgordon
Dinsdale, Walter, York	Renwick, David, Edinburgh
Edwards, W., Liverpool	Ritch, D., Deerness, Orkney
Evans, R. J., Bolton	Samuel, J. M., Musselburgh
Falshaw, Oswald, Morecambe	Sharp, W., Stenhousemuir
Fielden, Vernon, Cleethorpes	Sibbald, G. J., Leeds
Fleming, E. R., Keswick	Simson, George, Dumfries
Gartshore, Jessie F., Rosyth	Singleton, John, Leeds
Gill, Frank, Macclesfield	Slinn, H. H., Manchester
Goodall, W. L., Barrow-in-Furness	Stott, G. A., Cruden Bay
Gow, Angus, Aberdeen	Swerling, David, Manchester
Graneek, Jack, Liverpool	Teasdale, W., Sunderland
Greenwood, J. D., Leeds	Tebay, Walter, Ambleside
Grier, W. M., Dumfries	Tomlinson, Edgar, Morecambe
Guise, G., Liverpool	Wade, H. O., Edinburgh
Hall, H., Keighley	Washington-Davies, H. C., Liverpool
Hardie, Lena, Aberdeen	Waters, George, Manchester
Hasler, Kathleen M., Keighley	Watkinson, W., Southport
Hind, G. W., Beverley	Wharton, W. A., Newcastle-upon-Tyne
Holmes, J. R., Sleaford	Whitehall, Harold, Accrington
Joy, W. J., St. Andrews	Whittaker, R. D., Castleton
Kendall, Edwin, Bradford	Wigglesworth, H., Heywood.
Kendrew, D. J., Southport	Williams, Maldwyn, Liverpool
Leask, Violet, Edinburgh	Williamson, R. B. B., Edinburgh
McCullum, D., Edinburgh	

Pharmaceutical Society of Northern Ireland

Council Meeting

THE monthly meeting of the Council was held on October 18, Mr. W. S. Taylor in the chair. There were present also Messrs. R. I. Edwards, J. E. Connor, S. S. Badger, Samuel Gibson, J. F. Grimes, S. H. Forrest, H. F. Moore, W. C. Tate, J. T. Nicholl, Charles Abernethy, James Glendinning, James McDowell, Professor E. C. B. Mayrs, Dr. S. E. A. Acheson and Sir Thomas McMullan. Mr. D. L. Kirkpatrick (secretary) was in attendance.

TRIBUTE TO MR. STOREY

Before entering on the business Mr. GRIMES moved a resolution placing on record its appreciation of the work done by the ex-president, Mr. Fred Storey. It was unnecessary for him to recapitulate all that Mr. Storey had done for the drug trade. He had taken a leading part in the negotiations prior to the setting up of the Society in Northern Ireland. His diplomatic ability and natural courtesy had made him very successful in his work for the Society. He was absorbed in work for the Society, the honour, dignity, success and prosperity of which were ever in his thoughts. The Society has certainly under a deep debt of gratitude to Mr. Storey for his services to pharmacy and the drug trade.

Mr. CONNOR seconded the resolution, endorsing all that had been said about Mr. Storey.

THE CHAIRMAN, in putting the resolution, warmly supported it, describing Mr. Storey as a tower of strength and a wonderful worker. The resolution was passed amid applause.

CORRESPONDENCE

The Technical Instruction Subcommittee wrote agreeing to provide the necessary facilities for the Society's examinations during the week beginning December 2.

THE SECRETARY said that the new Principal of the College of Technology, Mr. D. H. Alexander, had now taken up office.

FINANCE COMMITTEE

The Finance Committee recommended that the secretary (Mr. D. L. Kirkpatrick) become a full-time official of the Society, and that Miss Irene Rolston, assistant in the office, be also a full-time official.

Mr. EDWARDS moved, and Mr. FORREST seconded, the adoption of the report.

Mr. McDOWELL asked if the Council was in order in acting on a report of the old committee, this being a new Council.

Mr. BADGER said the old Committee was in office till the new Committee was appointed.

THE CHAIRMAN said the matter had been referred to the Finance Committee at the September meeting.

Mr. EDWARDS said the procedure was perfectly in order.

SIR THOMAS McMULLAN expressed the same view. The Council could say "Yes" or "No." The Committee only made a recommendation.

Mr. McDOWELL asked where the money would come from in view of Mr. Storey's statement at the annual meeting that the income of the Society was decreasing. He moved an amendment that the matter be referred back to the Committee. There was no seconder and the amendment fell through, the report being adopted with one dissentient. Mr. McDowell asked for a recorded vote, and this was taken, all the members voting for the report except Mr. McDowell.

Mr. TAYLOR said it was well to state that the secretary had not been getting an adequate salary. The work had grown very much.

A NEW COMMITTEE

Mr. CONNOR (for Professor Small) proposed an amendment to Regulation 39, the effect of which was to increase the number of Committees to five by adding the House Committee.

Mr. BADGER seconded the resolution, which was passed.

ELECTION OF PRESIDENT

Mr. CONNOR proposed the election of Mr. Taylor as president for the ensuing year. He said he had known him longer than

any one on the Council, and could safely say that they could not have a better man for the position. His good qualities were known to them all.

Mr. McDOWELL seconded the motion, which was put by Mr. Connor and passed by acclamation. Mr. Taylor was invested with the presidential badge amid applause.

In returning thanks THE PRESIDENT said his attendance had not been so good as it should have been. He had an excuse, however, as he lived far away from Belfast. He had had no previous experience in the chair, but would try to do his best for the Society. He had kept clear of politics and meetings. He would take that opportunity of welcoming the new members, Messrs. Glendinning and McDowell. He could tell them the meetings had always been friendly and homely. They were not not a pugnacious body, and they lived in amity. He wished also to congratulate their two old members, Messrs. Connor and Moore, on their re-election.

Mr. McDOWELL, in returning thanks, congratulated the president on his election. Mr. GLENDINNING, in returning thanks, said they need not be afraid of his fighting. MESSRS. CONNOR and MOORE also returned thanks.

ELECTION OF VICE-PRESIDENT

Before the vice-president was elected, Mr. McDOWELL asked if every member was entitled to be elected to that office.

Dr. ACHESON: Except the nominated members.

Mr. McDOWELL: Where is it in the Regulations?

Dr. ACHESON: It is not in the Regulations. It is in the Act of Parliament. Dr. Acheson quoted from pp. 75 and 76 of the Calendar in support of his contention.

THE SECRETARY said legal opinion was taken some years ago, and it was to the effect that nominated members were not eligible under the Act to be president or vice-president.

Several members took the view that the office of president and vice-president was not open to nominated members.

Mr. EDWARDS said the matter could be referred to the Law Committee.

Mr. GRIMES proposed that Mr. Samuel Gibson be elected vice-president, saying he had been at the disposal of the trade at all times.

Mr. ABERNETHY seconded the motion, stating that Mr. Gibson's firm had been in business in Belfast before he (Mr. Abernethy) was born. He knew the Pharmacy Acts by heart, and had been for two years treasurer.

Mr. TATE asked if any recommendation was sent previously by the past-presidents. He understood there was to have been a meeting of past-presidents.

THE PRESIDENT said there had been an informal meeting that day of the past-presidents and they suggested Mr. Forrest should be proposed as vice-president, but nothing definite was done.

Mr. McDOWELL quoted p. 77 of the Calendar, stating that in case of a vacancy in the presidency or vice-presidency it should be filled by the election of some member of the Council.

Mr. ABERNETHY asked if they were not bound to elect the vice-president at the meeting.

Mr. NICHOLL said the Act seemed clear that only those elected to the Council could be president or vice-president or their successors. Their successors could not be people who were ineligible.

Mr. BADGER proposed Mr. Forrest, and Mr. MOORE seconded, both stating they had nothing against Mr. Gibson.

Mr. McDOWELL supported Mr. Gibson, who, he said, was the senior member and a foundation member of the Society.

In reply to the president, THE SECRETARY said Mr. Gibson was two years senior to Mr. Forrest.

Mr. CONNOR said Mr. Gibson had done his work faithfully and well and knew the Pharmacy Acts well. His age and experience entitled him to the position. In the circumstances he would support Mr. Gibson.

Mr. FORREST asked Mr. Badger to withdraw his name, observing that Mr. Gibson was a very old friend of his, and he would rather see him go in unanimously. Mr. Badger withdrew his nomination and Mr. Gibson was unanimously chosen.

THE PRESIDENT said that in Mr. Gibson they had a man who was entitled to the position by reason of his experience and position in the trade. Mr. Gibson was declared elected.

In returning thanks, MR. GIBSON said he had drawn up the first draft of the 1890 Act at the request of Sir James Haslett. When he was twenty-four years old he had given evidence before a committee of the House of Lords on pharmacy matters, and if health permitted he would give the best of his time to the work of the Society in the future as in the past.

MR. CONNOR said that in future years the past-presidents should meet and make a nomination for the vice-presidency. He moved accordingly.

MR. EDWARDS seconded.

DR. ACHESON: Far better to let it stay as it is.

THE PRESIDENT: Very well.

ELECTION OF TREASURER

On the motion of MR. ABERNETHY, seconded by MR. CONNOR, Mr. Forrest was elected treasurer in succession to Mr. Gibson. MR. FORREST acknowledged the compliment.

ELECTION OF COMMITTEES

The following Committees were elected, with the president and vice-president *ex-officio*, on the motion of DR. ACHESON, seconded by MR. CONNOR:—

Education.—Prof. J. Small, S. S. Badger, W. C. Tate, R. I. Edwards, J. T. Nicholl, W. Martin.

Law.—Dr. S. E. Acheson, C. Abernethy, S. H. Forrest, J. E. Connor, J. McDowell, W. Martin.

House.—S. S. Badger, R. I. Edwards, H. F. Moore, W. C. Tate, W. Martin, Prof. J. Small.

General Purposes.—Prof. E. B. C. Mayrs, M.D., C. Abernethy, J. T. Nicholl, J. McDowell, S. H. Forrest, W. Martin.

Finance.—Sir Thomas McMullan, J. Glendinning, H. F. Moore, J. T. Nicholl, R. I. Edwards, W. Martin.

THE SECRETARY said the Committees had been reduced in

number, and in addition Mr. McBride and Mr. Grimes did not wish to be on the Committees.

EXAMINATION RESULTS

The Pharmaceutical Preliminary examinations results at the October examination in Queen's University were announced as follows:—Passed—Robt. E. McCandless (full matric.); Joan Anderson, P.P.E.; Harold C. Barkley, P.P.E.; Thos. McC. Lamont, P.P.E.; Samuel Moore, P.P.E.; Jas. D. Pollock, P.P.E.

THE SECRETARY said six out of twelve passed. The results were the finest they had had yet.

MEMBERS ELECTED

The following nominated candidates were elected members of the Society:—Edward Bren, c/o Mrs. Johnstone, Kilsampson, Caledon, co. Tyrone; Cecil Anderson, 88 Donegall Pass, Belfast; James Davie, c/o Sanderson & McKillen, Ballymena; Samuel Ernest Taylor, 98 Duke Street, Londonderry; Ernest Allen, 8 Shore Street, Holywood; William Lamont Henry, Hadden House, Bath Street, Portrush; Miss Annie Louise Connolly, The Medical Hall, 7 Rock Buildings, Strand Road, Londonderry.

DATE OF THE WINTER EXAMINATION

At the close of the meeting, in response to the president's invitation for questions, MR. McDOWELL suggested that the winter examinations be held after Christmas instead of in December.

MR. GIBSON said that had already been looked into.

MR. BADGER said the Technical College was closed in January. They had to consider the Christmas trade.

MR. EDWARDS said it was disturbing to the candidates to have to wait after Christmas.

THE PRESIDENT said that the first week in December did not interfere with the Christmas trade. The whole question had been fully gone into before.

Competition Among Retail Chemists

By Gilbert White

IS the number of chemists' shops in this country increasing? If so, is it increasing at a greater rate than the growth of population? These are questions to which many will guess the answers, but the fact remains that hardly any evidence exists from which an accurate answer can be obtained. As yet we have no census of distribution in this country; and even in those countries where such a census has been carried out it will be necessary for the second census to be taken before the trend of retail distribution can be ascertained.

In order to obtain this evidence, two inquiries have been made recently on the basis of material obtained from local directories. The first inquiry embraced twelve representative towns in England and Wales, and the second covered the urban areas of the West Riding of Yorkshire. An increase or decrease in the actual number of shops signifies little unless it is related to the growth of population. In many trades the family is the purchasing unit; the decline in the average size of the family, with its consequent increase in the number of families, is a further factor of importance. The figures obtained from the inquiry have, therefore, been reduced to the number of shops (a) per thousand population and (b) per thousand families. These are summarised in the accompanying table.

In the twelve towns the number of chemists' shops increased from 541 to 780, and in the West Riding the increase was from 680 to 795. While the rate of increase in the number of shops has been greater than the rate of increase of population, shops have increased at approximately the same rate as families. A detailed examination of the figures given in the table shows that when related to population nine towns have an increase, Cardiff has no change, and at Hull and Norwich there have been decreases. The three large increases at Bolton, Bradford and Middlesbrough were due to the fact that these towns were well below the average in 1901.

The number of shops per thousand population shows remarkably little deviation from the average. The most exceptional figure is that for Bournemouth, and that is probably due to two factors. As a health resort the town has an abnormal number of invalids, and as a holiday resort its summer popula-

tion is much greater than the population returned in the census on which the table is based.

The figures for the West Riding towns show that shops and population increased at approximately the same rate, while shops failed to keep pace with families. With the exception of Sheffield (which shows a decrease of about 30 per cent.) all the large towns show an increase in relation to population. It may also be concluded that on the average the smaller the town the fewer chemists' shops there are per thousand population.

When all retail trades are considered together the inquiry found that shops and population have increased at approximately the same rate, but both have failed to keep pace with the rate of increase in the number of families.

	No. of Shops per 1,000 Population		Percent- age In- crease or Decrease	No. of Shops per 1,000 Families		Percent- age In- crease or Decrease
	1901	1931		1901	1931	
Bolton	0.19	0.40	+110.5	0.88	1.49	+69.3
Bournemouth	0.67	0.69	+3.0	3.28	2.86	-12.8
Bradford	0.27	0.40	+48.1	1.18	1.42	+20.3
Cardiff	0.35	0.35	Nil	1.67	1.44	-13.8
Huddersfield	0.32	0.36	+12.5	1.34	1.28	-4.5
Hull	0.39	0.35	-10.3	1.79	1.38	-22.9
Middlesbrough	0.19	0.27	+42.1	0.95	1.17	+23.2
Norwich	0.34	0.33	-2.9	1.48	1.23	-10.1
Poole	0.36	0.38	+5.5	1.51	1.47	-2.6
Portsmouth	0.36	0.44	+22.2	1.64	1.69	+3.0
Reading	0.33	0.34	+3.3	1.54	1.30	-15.6
Southampton	0.32	0.33	+3.1	1.43	1.29	-9.8
All 12 towns	0.33	0.38	+15.1	1.48	1.50	+1.4
West Riding of Yorkshire	1901	1927	%	1901	1931	%
Towns over 75,000 population	0.31	0.34	+9.7	1.27	1.26	-0.8
Towns 20,000-75,000 population	0.31	0.28	-9.7	1.47	1.09	-25.9
Towns under 20,000 population	0.28	0.26	-7.1	1.25	1.08	-13.6
All West Riding towns	0.303	0.306	+1.0	1.33	1.19	-10.5

Questions Asked by Amateur Photographers

I AM thinking of trying flashlight photography. Do I have to purchase any special lamp or reflecting apparatus, and do you consider there is any danger of fire, seeing that most of the work will be in my home?—No special apparatus is necessary for home flashlight, though it is an advantage to have a lamp for firing the powder. The instructions given in the package state that the powder can be placed in a heap on a sheet of tin and fired by means of the touch-paper supplied. A little care is all that is required to prevent any mishap or risk of fire. If the powders are thoroughly mixed before firing, a clean flash results without sparks; but the directions should be carefully read before using the powder.

Why are my flashlight results so hard?—Probably due to under-exposure and over-developing. The tables in the instruction leaflet indicate the amount of powder to use. It is also advisable to develop with a solution which gives soft negatives.

Will you please tell me what I have to do to enable me to develop my films in a subdued light?—You are evidently thinking of the desensitising process. You require some pinacryptol green. Make this into a solution by dissolving one part in 5,000 parts of water; immerse the film in this for from 1 to 2 minutes and you can then develop by the light of a candle placed at the far end of the room. If near the light the negative must be shielded from direct rays. If the plates are of the very fast or panchromatic series you must still be careful of the light, and it would be advisable to use a safe orange light. Of course, the desensitising must be done in the dark or with a safe-light.

Can you enlighten me and help me to understand the speed markings of films? Is there any relation between the markings Scheiner, DIN and H and D? This question is by no means easy to answer, as there are so many different opinions existing among the film manufacturers as to which is the right system to use and, again, so many apparent variations capable with each, that it is doubtful whether there is any reliable method of comparison. The chief factor of each system is calculated on density—the H and D takes the straight part of a curve running through the whole of the densities obtained on a plate; the Scheiner from the point of first appearance of the image on the exposed plate; the DIN from the first indication of fog on a plate which has been exposed to a constant light and given the extreme limit of development in a standard developer. In addition to these differences, there are variations arising from the emulsion, the light employed and the developer used, so that until the makers agree to use the same light, the same type of machine for exposing and the same time of exposing, also the same developer and time of developing it is very doubtful whether there will be uniformity in speed numbers. This season there have been several brands of photographic material without any speed number on the carton, yet the advertisements talk of the fastest film. It is unfortunate not to be able to give a satisfactory reply to a question, but the best plan to adopt is to get a statement from the makers as to the H and D value, for this is the commonest system used in this country.

What do the figures U.S. on a lens represent?—These are figures used by some American camera makers to mark the "stop" values in the same way as the *f* numbers on British lenses. Taking *f*/4 as the standard, No. 1 U.S. represents the biggest stop, and if that requires one second exposure then No. 2 would require two seconds, No. 4 four seconds. The letters U.S. stand for Uniform System. The British *f* system is mathematically calculated by dividing the focal length of the lens by the diameter of the aperture (this is approximately only); there is, of course, the same relative value as regards exposure, and the two systems actually are uniform at *f* 16 and U.S. 16.

A new type of spot is noticeable on miniature films. It has a round centre with a narrow band or bands on the outside which appear to increase in density till they reach the surrounding image, in size they vary from $\frac{1}{16}$ to $\frac{1}{8}$ of an inch. Can you tell me why these occur?—At first these spots are somewhat puzzling, but on close examination they reveal the old trouble—air bells. When the film is placed in the tank and the developer

is poured into it air bells can occur on the film. To avoid these the makers of developing tanks ask the user to be sure to give the tank a gentle knock on the table as soon as possible after filling, the object being to disperse any bubbles that may have formed. If this knock is delayed the air bell will prevent the developer acting under it and slightly retard the action round it, but as soon as the bell is removed the developer will do its work, but it cannot compensate the delayed action, hence the different density.

Can you tell the metric sizes equivalent to the English sizes for plates and films?—The equivalent of a $2\frac{1}{4}$ in. by $3\frac{1}{4}$ in. is 6 cm. by 9 cm., $4\frac{1}{4}$ in. by $3\frac{1}{4}$ in. is 10.8 cm. by 8.25 cm.

In a batch of prints made in one evening, several have portions that appear under-developed, yet this cannot be the case as every one was carefully examined before it was placed in the fixing bath.—If there is a straight division between the fully and the under-developed portion of the print most probably the trouble is due to overlapping in the fixing bath. Each print takes a little developer with it when it is passed to the fixing, and unless the print is submerged and moved about under the solution it will go on developing for a second or two until the fixing solution has destroyed the developer, therefore if one print overlaps another the fixing cannot reach the part that is so covered.

Some of my miniature negatives show more graininess than others though they are all developed in the same way.—It can be said that the problem of fine grain lies in the main with the type of emulsion and less with the development, although negatives of moderate contrast will always show less graininess than those which have been developed to high contrast by reason of high temperature or long time of development. Some special developers, particularly those containing *p*-phenylenediamine with glycine, have an appreciable influence in diminishing graininess, whilst other circumstances, such as fixing and drying, can be left out of consideration as they produce only a negligible effect.

When sepia toning my enlargements, why do the tones vary?—There are two main reasons for this, probably the first is the most general. Different makes and grades of papers have different emulsions, some are harder than others and respond more readily to the action of the developer, so that it is possible to make prints on, say, six varieties of papers and to obtain six different degrees of sepia toning. There is no tone that will suit everyone's taste; it therefore remains to find the paper that will give the most satisfaction and keep to it. The second reason for variation is manipulation, and development plays a very important part in the ultimate tone. Correct exposure and correct development will ensure plenty of depth in the silver image, thereby giving the bleaching and toning baths something "solid" to work on, producing a deep rich colour; if the print is over-exposed it will, almost for certain, be under-developed, leaving only a very thin coating of silver, which, when toned, is very pale and looks almost washed out. Gas-light papers are more variable than bromides.

Can you give me a formula for developing chloro-bromide papers with instructions how to obtain very warm tones?—Chlorquinol is the developer that is specially recommended for these papers, and the formula is as follows:—

Sodium sulphite cryst.	...	...	...	$\frac{1}{2}$ oz.
Sodium carbonate cryst.	...	...	...	$\frac{1}{2}$ oz.
Potassium bromide	...	...	...	5 gr.
Chlorquinol	...	...	...	60 gr.
Water	...	...	...	20 oz.

Development is complete in from two to three minutes at 65° F. For warmer tones dilute with an equal quantity of water and increase the exposure.

If a developer is diluted with twice its normal quantity of water, will the development time be doubled?—With some developers this is the case, but it must be considered as being only approximate, therefore care must be taken to test, if the work is important. Allowances must be made for the absorption of more water by the paper or gelatin and that the chemical action may not alter in the same proportion or ratio.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

ENGLAND

Cheshire.—At the meeting of the Cheshire County Insurance Committee, recently, Mr. John Benton called attention to the ruling by the Ministry of Health on payment for prescriptions tested under the drug testing scheme. The ruling was as follows: "That the Minister of Health is advised that a chemist is legally entitled to payment in respect of all test prescriptions, unless what was supplied constitutes a material departure from what was ordered, so material, in fact, that the medicine supplied is quite different from that prescribed. Even in the latter event, the Minister would deprecate generally any practice of refusing payment of an account, in view of the power of withholding money with a view to deduction from a chemist's remuneration in cases where disciplinary action is found to be warranted." Cheshire Pharmaceutical Committee wrote suggesting that the words "This prescription will not be made up outside the stated business hours unless it is marked 'Urgent' by the doctor" be printed above the space for doctor's signature on prescription forms. The Subcommittee passed a resolution that the clerk should draw the attention of insurance practitioners to the necessity of marking "Urgent" any prescriptions to be dispensed outside the ordinary business hours of insurance chemists.

SCOTLAND

Pricing Statistics

A total of 2,771,920 prescription forms was priced for fifty-four Insurance Committees in 1934 by the Drug Accounts Committee for Scotland. The committee's report was submitted at the annual conference of insurance committees at Perth, on October 4 and 5. The value represented was £153,065, which is £4,887 less than for the year 1933. The average price, 13.25d. per prescription, shows an increase of 0.12d. Over a period of years, the average price per form has been:—1929, 13.16d.; 1931, 13.00d.; 1933, 13.13d.; 1934, 13.25d. The number of accounts in respect of the year 1934 for drugs and appliances supplied by panel chemists to insured persons in the twenty-three burgh areas was 12,706, and in the thirty-one county areas 14,420, making a record total, actually 67.96 per cent. greater than for the year 1919. The increase in the number of chemists' accounts is attributed to the increase in the number of chemists' shops.

The pricing, scrutinising and reporting on the prescriptions, and also the preparation of chemists' accounts and doctors' statistical statements, on behalf of the Ministry of Labour of the Government of Northern Ireland, was concerned with 706,039 prescription forms in 1934. The total value involved was £166,823, at an average price of 13.75d. It had been recommended at an earlier meeting that insulin in the cheaper "hospital" packings should be preferred to the more expensive packs. A number of committees had adopted this recommendation with the reductions in cost shown below:—

	1933		1934		1935	
	£	s. d.	£	s. d.	£	s. d.
January	778	1 7½	832	10 8½	722	5 5
February	749	19 7½	734	14 0½	595	18 10½
March	834	18 2	856	5 10½	626	4 7
April	771	9 3½	770	9 11½	633	6 8½
May	793	15 1	832	2 8½	653	5 1
June	804	5 2½	797	11 9	615	0 5

In addition to the above, insulin to the value of £383 8s. 5d. was prescribed for insured persons in Northern Ireland, £2,065 in the year 1934. The economy cut of 6.3 per cent. on accounts of all panel chemists in Scotland and Northern Ireland was reduced to 3.15 per cent. after July 1, 1934, and was discontinued after July 1, 1935. The yield in respect of the full period was £34,430. The administrative expenses payable by insurance committees, in respect of the year 1934, were £4,000, nearly £250 less than in 1933.

Irregular N.H.I. Scripts

WHEN an insurance chemist receives a prescription written on an official N.H.I. form he should satisfy himself, so far as he can, that it is a genuine order on the insurance funds. Having satisfied himself, there is little else the chemist can do to test its authenticity, and therefore after dispensing it and sending it in to the pricing office in the usual way he is entitled to receive payment for it.

There are, however, various circumstances which may cause the insurance committee to decide that a prescription form has been issued irregularly; and they may then refuse to allow its value to be charged to the chemists' fund. In most of such cases the practitioner is at fault, and the committee's decision does not affect the chemist's title to payment.

Rural Supply

When an insured person finds difficulty in obtaining medicines from a chemist because of distance or inaccessibility, or when a person resides more than a mile from a chemist's shop (this is generally in a rural district), the insurance committee for the area may require the doctor who is responsible for the person's medical treatment to supply to him all the requisite drugs and appliances. Such persons are known as the doctor's "dispensing" patients.

It is obvious that the practitioner, when treating any of his "dispensing" patients, must not issue to them orders on the ordinary prescription forms for them to obtain supplies from a chemist: he must himself supply to the patient all that is required. A practitioner in a country district may have both "dispensing" patients and ordinary patients on his list, and he may then inadvertently issue a prescription form irregularly to a "dispensing" patient. If this is dispensed by a chemist and the chemist is paid for the prescription, the proper course for the committee is to deduct from the remuneration due to the doctor the amount paid to the chemist for the prescription.

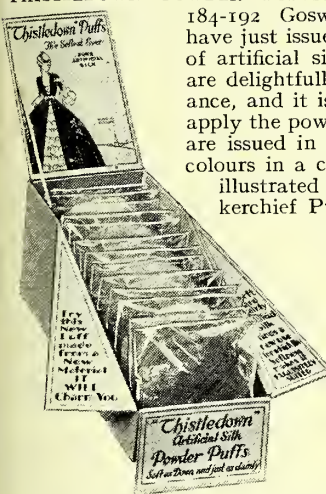
Reasons for Irregularity

There are other reasons for which it would be irregular for a practitioner to issue the official prescription form of a particular insurance committee to a patient. For some reason a former insured person may have ceased to be entitled to benefit, or the insured person's address may not be within the area for which the particular insurance committee is responsible; and in these cases the committee may justifiably refuse to allow the cost of the prescription to be charged to the fund they administer. But the chemist who dispenses such a prescription is entitled to receive payment for it. In 1930 Regulations were issued which provide that when an insurance practitioner (on the insurance committee's medical list) has ordered (on the committee's official prescription-form) appliances or articles which are not allowed to insured persons as part of medical benefit, the chemist is to be paid for the prescription he has dispensed and the value is to be recovered from the doctor. In any case in which the prescription is not a proper charge on insurance funds the insurance committee should take this course. They should not refuse payment to the chemist or refer him to the practitioner for settlement of his claim. The chemist cannot enforce payment from the doctor, but the committee are able to recover the amount by deduction from his remuneration.

If the use of the form is irregular because the patient is not entitled to medical benefit (and the chemist has no method of testing whether the name on the prescription form is that of an insured person or not), or because the patient is on the doctor's "dispensing" list (and the chemist cannot tell whether the doctor has received payment at a capitation rate for all the drugs and dressings this patient may require or not), the committee must take proper steps to safeguard their funds. But they must at least pay the chemist. The doctor is at fault in such a case, because when he carries out his duties as an insurance practitioner it is for him to ensure that insurance prescriptions are issued only to insured persons entitled to receive them. The course laid down by the Regulations in connection with disallowed articles should be followed by an insurance committee in all cases when they find that an insurance prescription-form has been irregularly issued by one of their own contracting doctors, and chemists should resist any attempt by an insurance committee to withhold the value of a prescription on the ground that it has been irregularly issued.


Trade Notes

THISTLEDOWN POWDER PUFFS.—Solport Brothers, Ltd., 184-192 Goswell Road, London, E.C.1, have just issued a new and attractive series of artificial silk powder puffs. The puffs are delightfully soft and dainty in appearance, and it is claimed that they hold and apply the powder exactly as required. They are issued in an attractive series of pastel colours in a counter display box, which is illustrated herewith. The Nerissa Handkerchief Puff is also issued fitted with Thistledown centres. A new price list has been issued to customers and copies are obtainable on application. New display material is in the form of showcards and leaflets incorporating the portraits and testimonials from world-famous stage, screen and radio artists will shortly be available.



PORTABLE TYPEWRITER.—The Imperial Typewriter Co., Ltd., Leicester, are offering a portable typewriter which has a keyboard specially designed for chemists' use.

BEIERSDORF PRODUCTS.—Beiersdorf, Ltd., Bessemer Road, Welwyn Garden City, Herts, have recently issued a new showcard to promote the sale of Tussipect Syrup, which is intended for use by patients of all ages in cases of bronchitis. Specimens of the showcard, which is illustrated herewith, are obtainable on application. Messrs. Beiersdorf also draw our attention to the alteration of bonus offers for Nivea Hair Oil, Nivea Liquid Dentifrice, Nivea Hair Oil, Nivea Skin Oil and Pebecco Tooth Paste, as well as the Tussipect Syrup. Details are obtainable on application.



EVANS' PASTILLES.—Evans Sons Lescher & Webb, Ltd., 56 Hanover Street, Liverpool, now issue Evans' Pastilles in bulk quantities of 2 lb. in display outers. Each outer contains 32 printed parchment envelopes to hold 1 oz. each. Messrs. Evans inform us that they have recently introduced medicinal bath mustard in a new pack.



CALVERT'S TOOTH POWDER.—F. C. Calvert & Co., Ltd., Gibbon Street, Manchester, 11, are making a bonus offer, which closes on October 31, to chemists who give prominent display to their new counter box for a stated period. Full details are given in our advertisement pages.

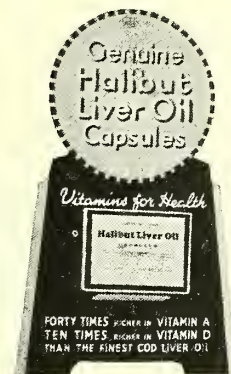
MYATT BLADES.—W. J. Myatt & Co., Ltd., Argent Works, Birmingham, announce a novel competition to promote the sale of Myatt blades. A special gift offer is made to the retailer and to the wholesaler who supplies the blades sold to the first prize winner. The scheme will be

widely advertised in the daily and Sunday papers. Full details are given elsewhere in this issue.

WM. GARDNER & SONS (GLOUCESTER), LTD., Bristol Road, Gloucester, have issued an enlarged edition of their catalogue in which are illustrated many more new machines than were mentioned in previous issues. A copy of this list will be supplied on application.

pH VALUES.—The British Drug Houses, Ltd., Graham Street, London, N.1, have issued the fourth edition of their booklet on pH values. This edition has been revised and enlarged. Copies have been distributed free to laboratory workers and students, and chemists who wish to receive a copy are invited to make application.

HALIBUT LIVER OIL CAPSULES.—Lofthouse & Saltmer, Ltd., manufacturing chemists, Hull, have sent us an attractive new display stand for counter or shelf use, printed in black and orange, carrying a specimen box of the capsules. This card relates to the halibut-liver oil capsules issued by this company. It should be noted that these are described as being forty times richer in vitamin A and ten times richer in vitamin D than the finest cod-liver oil.



PHOTOGRAPHS FOR ADVERTISING.—N. S. Kay, Ltd., 54 King Street, Manchester, have an interesting advertisement showing a composition of photographs which have been used by important advertisers, the object being to draw attention to the value of photographs in advertising schemes.

GERMOLOIDS.—Veno Drug Co., Ltd., Veno Buildings, Manchester, 16, inform us that germolene suppositories will now be advertised under the name Germoloids. An announcement to this effect has been issued to the trade. The product in the new pack is unchanged.

NASOPHADRONE CAPSULES.—W. Owen & Son, Barras Bridge, Newcastle-on-Tyne, have issued a novel preparation for the nasal application of a compound emphedrine product. The capsules are composed of gelatin and each capsule represents one application. They are convenient for use at any time, and the preparation is intended for treatment of the usual nasal complaints.

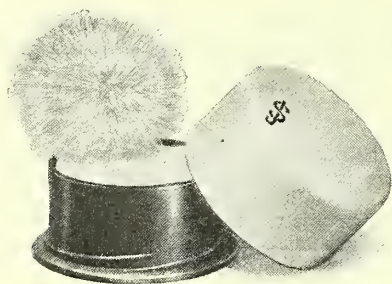


"THE MAZDA MESSAGE" is an attractive house-organ published by The British Thomson-Houston Co., Ltd., Crown House, Aldwych, London, W.C.2. The October issue is well produced and copiously illustrated to show the effect of flood-lighting, etc. A new mode of illumination entirely by means of Mazda light tubes is explained and illustrated.

A CATALOGUE of Christmas posters, showcards, tickets, etc. ("C.D. 1645"), has been issued by Dudley & Co., Ltd., 451 Holloway Road, London, N.7, and will be sent free to chemists on request.

HISTIDINE TREATMENT OF GASTRIC ULCER.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, inform us that histidine hydrochloride, for use in the treatment of gastric and duodenal ulcers, is obtainable from them as Hypoloid histidine hydrochloride, which is a sterile 4 per cent. solution ready for immediate use. The ampoules are packed in boxes of five.

NON-SPILL POWDER BOX.—Jane Seymour, Ltd., 23 Woodstock Street, London, W.1, draw attention to what they



describe as two new best-sellers, in the form of a non-spill powder box and an indelible lipstick. The powder box, which is illustrated herewith, is said to be the first of its type on the market. It is a handsome box, in ivory and green, in bakelite material. The powder is issued in two varieties (for dry or greasy skins) and in nine colours. A Christmas gift box containing powder, lipstick and rouge is available, details being obtainable on application.



SAFETY FIRST RAT POISONS.—G. W. Harrison, Ltd., manufacturing chemists, Reading, draw attention to their new squill preparation of rat poison. Orders placed before Rat Week (November 4-9) come under a special bonus scheme, particulars of which are given in our advertisement pages.

A NOVEL CHRISTMAS SUGGESTION.—The County Chemical Co., Ltd., Chemico Works, Bradford Street, Birmingham, 5, issue in the form of a 2-lb. pail the "Chemico" Bath and Household Cleanser. This product is packed in a coloured cardboard container with decorated lid, and for those who look for novelties to give during the appropriate season this product will doubtless commend itself.



HANDY HOUSEHOLD HELPS.—Jobsons, Ltd., Dundee, Scotland, issue a useful series of Lavapine household products, one pack of which is illustrated, and, as the name suggests, they are agreeably perfumed with lavender and pine. The range



of products includes furniture cream, sachets for the boudoir and clothes chest to keep off flies and moths, floor polish, liquid wax, spraying fluid, etc. In addition to Lavapine products, Messrs. Jobsons manufacture a wide range of other articles for household use.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1935, p. 323.

(From "The Trade Marks Journal," October 2, 1935.)

- "AEGISTO"; for chemicals (2). "Goo-Stops"; for preparations for treatment of coughs, etc. (3). By Priory (Patents), Ltd., 15 The Priory, Salford, 7. 562,633/637. (Associated.)
- "ANGLARSAN"; for medicinal organic arsenical preparations (3). By May & Baker, Ltd., 42-43 St. Paul's Churchyard, London, E.C.4. 560,272.
- "VARENECOSE"; for medicated pomades, lotions and blood mixtures (3). By Le Brasseur Surgical Manufacturing Co., Ltd., 90 Worcester Street, Birmingham. 560,328.
- "JOESTOL"; for preparations for the treatment of nervous disorders (3). By Dr. H. Remmler, A.G., 38 Anklamer Strasse, Berlin, N.31. Germany. 561,641.
- "CARRIERS LITTLE NERVE PILLS" in design form with other lettering on square shape; for pills (3). By Carter Medicine Co., 45 Murray Street, New York, U.S.A. 562,124. (Associated.)
- "VASODORM" and "HORMODAUSSÉ"; for medicinal chemicals (3). By Société Anonyme les Laboratoires Dausse, 4 Rue Aubriot, Paris. 562,166.
- "BENZURYL"; for medicinal chemicals (3). By Publicité Franco-Américaine S.A., 39 Rue Cambon, Paris. 562,250.
- "RUR"; for preparations for rheumatism and neuritis (3). By F. W. Stevens, 2 Stafford Mansions, Albert Bridge Road, London, S.W.11. 562,483.
- "BRONCIG"; for medicated preparations for mixing with tobacco for relieving bronchial ailments and headaches (3). By E. Dutchman, 140-1 Finsbury Pavement House, 120 Moorgate, London, E.C.2. 562,585.
- "ARTHRELIM" and "JECOCIN"; for medicinal chemicals (3). By Boots Pure Drug Co., Ltd., 37 Station Street, Nottingham. 562,620/629.
- "KING CHARLES"; for all goods (3). By Hall Brothers (Whitefield), Ltd., Stanley Street, Whitefield, near Manchester. 562,734.
- Design incorporating letters "H.O.A.R.P." surrounded by words "Home Office Certification Mark"; for apparatus to be worn as protection against poisonous gases in warfare (11). The Secretary of State for the Home Department, Home Office, Whitehall, London, S.W.1. 562,364.
- "IRENE"; for powder puffs (48). By British Fur Puffs, 111 Oxford Street, London, W.1. 561,128.
- "KO-NUTTA"; for preparations for the hair (48). By Topax, Ltd., Barclays Bank Chambers, Otley Road, Shipley, Yorks. 562,379.
- "GREEN VALLEY"; for perfumery, etc. (48). By Nicolette, Ltd., 4 Carlisle Avenue, Fenchurch Street, London, E.C.3. 562,438.

(From "The Trade Marks Journal," October 9, 1935.)

- "ECDOLITE"; for hypochlorite solutions for sterilising purposes (2). By E. C. D., Ltd., Town Mills, Cannon Lane, Tonbridge, Kent. 561,381.
- "WYKAMOL"; for chemicals for destroying wood-boring insects (2). By Richardson & Starling, Ltd., 48 Andover Road, Winchester, Hants. 562,918.
- "RECOBEL"; for chemicals (2). By British Dyestuffs Corporation, Ltd., Millbank, London, S.W.1. 562,821.
- "EUMENOL"; for medicines for treatment of amenorrhea and dysmenorrhea (3). By E. Merck, Frankfurterstr. 250, Darmstadt, Germany. 558,769.
- "CORSUNAL"; for medicinal extracts from suprarenal glands (3). By Nordisk Insulinlaboratorium, 40 Brogaardsvej, Gentofte, nr. Copenhagen, Denmark. 559,426.
- "SYMPTOL"; for medicinal chemicals (3). By C. H. Boehringer Sohn A.-G., Bingerstr. 173, Nieder-Ingelheim A. Rhein, Germany. 561,432.
- "BIOS" in design form in shape of tree ("Bios" disclaimed); for medicated preparations for disorders of the blood (3). By H. Gilbert, 396 City Road, London, E.C.1. 560,466.
- "VASOJEL"; for medicated jelly for internal use (3). By W. A. Feurtado, British Drug & Chemical Co., 58 King Street, Kingston, Jamaica, B.W.I. 561,096.
- "BEECHAMS BRAND PILLS" on label design with name and address of applicants; for pills (3). By Beechams Pills, Ltd., Westfield Street, St. Helens, Lancs. 561,446. (Associated.)
- "NIRVANA"; for medicated preparations (3). By E. Griffiths Hughes, Ltd., Peru Street, Adelphi, Salford, Manchester. 560,579.

Births

Notices for insertion in this column must be properly authenticated

CAMPBELL.—At Huddersfield, on October 15, the wife of Harry S. Campbell, chemist and druggist, Liverpool, of a son.

Marriages

BEET—DENT.—At Helsington Church, Kendal, on October 19, George Leslie Beet, Ph.C., to Beatrice Dent.

McNAMARA—O'GRADY.—At St. Michael's Church, Dun Laoghaire, co. Dublin, on October 15, M. J. McNamara, M.P.S.I., to Maureen O'Grady.

MOIR—RALSTON.—At Orangefield Hotel, Prestwick, on October 16, James Alexander Moir, chemist and druggist, Kilwinning, to Minnie F. Ralston.

MURRAY—COWIE.—At St. Andrew's Presbyterian Church, Penang, on October 3, David Murray to Agnes Margaret Beverly, elder daughter of the late Mr. W. B. Cowie, Ph.C., Edinburgh.

NEWBY—BARBER.—At the Parish Church, Solihull, on September 25, Thomas Newby, chemist and druggist, to Sylvia Barber.

WILSON—FRAYNE.—At the Parish Church, Walton, Liverpool, on October 2, J. Wilson, chemist and druggist, to Nancy Pauline Frayne.

Deaths

CARR.—On October 14, suddenly, Mr. Sidney Hutchinson Carr, a partner for forty-two years in the firm of Sangers, 258 Euston Road, London, N.W.1, aged sixty-eight. Mr. Carr retired on the conversion of Messrs. Sangers into a limited company, and became chairman and managing director of the Westcliff Motor Services. He had travelled widely; he was a member of two yacht clubs and a freemason, and was highly esteemed by all with whom he came in contact. At the funeral, which was largely attended, representatives of the drug trade as well as of various transport services were present.

CLARK.—At Southampton, on October 7, Mr. William Alfred Clark, chemist and druggist, aged seventy.

HAY.—At Bolton, on October 8, Mr. James Thomas William Wilson Hay, chemist and druggist. Mr. Hay qualified in 1922.

HORNBY.—At 7 Palmerston Road, Forest Gate, London, E.7, on October 18, Mr. Arthur Smith Hornby, chemist and druggist, aged sixty-eight.

Personalities

MR. T. R. BURROWS, chemist and druggist, Beeston, was recently initiated into the Duchess of Portland Lodge, No. 3570.

MR. R. HUDSON, chemist and druggist, Burnley, has been adopted as a candidate for Trinity ward at the forthcoming municipal elections.

MR. J. W. THOMPSON, M.P.S., Shaw, Oldham, has been elected president of the Crompton Tradesmen's Association. This is the second occasion on which Mr. Thompson has been so honoured.

NOTICE is given in "The London Gazette" that Samuel Bochenek, 299 Amburst Road, London, N.16, medical practitioner, has assumed the name of Sidney Bennett by deed poll; and that J. A. Sidebottom, M.R.C.S., L.R.C.P., "Woodlands," Nelson, Lancaster, has similarly assumed the name of John Alan Sinclair.

Wills

MR. JOSEPH BLISS, 4 Gordon Terrace, Edinburgh, chemist and druggist, who died on July 24 last, left personal estate in Great Britain valued at £7,102.

MR. JAMES BROWN, 49 Henry Street, Richton, Lancs, chemist and druggist, who died on August 26 last, aged seventy-eight, left estate gross value £792 12s. 8d., with net personalty £779.

MR. FREDERICK WILLIAM COLN, 5 Queen's Parade, Muswell Hill, N., chemist and druggist, who died on July 21 last, aged sixty-two, left estate gross value £8,383, with net personalty £2,457.

MR. BENJAMIN CAWOOD BROWELL, Garnston, Seafeld Road, Southbourne, Bournemouth, chemist and druggist, who died on July 2 last, aged fifty-three, left £9,911, with net personalty £9,772.

MR. HENRY SAMUEL, 3 and 6 Market Square, Leighton Buzzard, Beds, chemist and druggist, who died on June 3 last, aged fifty-seven, left estate gross value £27,707, with net personalty £21,635.

MR. WALTER TAYLOR, M.P.S., 432 Finchley Road, Child's Hill, London, N.W., late Alderman of the Hendon Borough Council, who died on July 29 last, left estate gross value £3,411, with net personalty £844.

MR. JOHN REES LEWIS, The Medical Hall, 105 Ynyshir Road, Ynyshir, Rhondda, Glam., chemist and druggist, who died on August 15 last, aged fifty-five, left estate gross value £11,962, with net personalty £11,661.

MR. GEORGE ROBERT NEWTON, Lyndhurst, Eastgate, Hornsea, Yorks, formerly of Kingston-upon-Hull, chemist and druggist, who died August 22 last, aged seventy-nine, left estate gross value £4,646, with net personalty £3,743.

MR. EDWARD DAVIDSON MITCHELL, Rest Harrow, Greenhill Road, Otford, Kent, formerly of Hale, Cheshire, manufacturing chemist, who died on August 2 last, aged seventy-one, left estate gross value £7,114, with net personalty £5,803.

MR. ERNEST ROBINSON, Hoddon Hall, Hoddon-on-the-Wall, Northumberland, director of Scott & Turner, Ltd., manufacturing chemists, and connected with several other Tyneside undertakings, who died August 14 last, left estate gross value £57,544, with net personalty £54,889.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc., occur.

Monday, October 28

Brighton and Hove Association of Pharmacy. Annual meeting.

Tuesday, October 29

Thames Valley District Pharmacists' Association and Branches of the Pharmaceutical Society and National Pharmaceutical Union, Radnor Restaurant, Fife Road, Kingston-on-Thames, at 8.45 p.m. Dr. Stanley White (Parke, Davis & Co.) on "Immunology" (illustrated by lantern slides).

Wednesday, October 30

South-West London Chemists' Association, and South-West Metropolitan Branches, Café Royal, Regent Street, London, W.1. Annual dinner and dance. Reception, 6.30 p.m. Dinner, 7 p.m. Dancing until 1 a.m. Tickets, 12s. 6d. each, from the Social Secretary.

Western (London) Pharmacists' Association and Branch of the Pharmaceutical Society and National Association of Women Pharmacists. Joint meeting. Stewart's Restaurant, 50 Old Bond Street (corner of Piccadilly), W.1., at 8.30 p.m. Mr. N. G. Harris, M.D., D.P.H. (Physician for Psychological Medicine, Middlesex Hospital), on "The Value of Psychology in Medicine."

Pharmaceutical Society of Great Britain, Bath and District Branch, 91 Kingston Buildings, Bath, at 8.15 p.m. Annual meeting.

Saturday, November 2

Brewers' Exhibition, Agricultural Hall, Islington, London, N.1. Continues until November 8.

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Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated.

M/23. Bono elastic hosiery	B/17. Gumora dentifrice
A/23. Bronucine	S/21. Madonna night-lights
B/18. Dentorex tooth brushes	R/25. Paratile
M/23. Dr. Lynn's Female Specific	M/23. Thermotex body belt

THE CHEMIST AND DRUGGIST

VOL. CXXIII.

October 26, 1935

NO. 2907

This Business of Pharmacy

IN our issue of August 31 (p. 277) we commented upon the introduction of the subject of "retail practice" into the curriculum by a Dublin technical school. In the course of our remarks we pointed out that although the chemist is not an ordinary shopkeeper, yet since he remains a shopkeeper, he needs instruction in this business, a fact which has long been realised in Canada and the United States. This comment has attracted the attention of Professor Hurst, of the Ontario College of Pharmacy, who has been good enough to give us details of the courses of shopkeeping which are current in the Ontario College. He points out that the courses of shopkeeping have been on the syllabus for some eight years, and in the opinion of the authorities the course is an essential part of the syllabus. Professor Hurst gives us the general titles of the lectures as a means of indicating the procedure which is followed:—

THE PRACTICE OF PHARMACY

1. Ethical relationship with the physician.
2. Ethical relationship with the patient.
3. Ethical relationship with our brother pharmacist and pharmaceutical associations.
4. Business essentials of pharmacy:
 - (a) cleanliness, (b) lighting, (c) library, (d) laboratory equipment, (e) profit, (f) telephone, (g) customers' rights, (h) "atmosphere" of the pharmacy, (i) sundries, etc.
5. Salesmanship—theoretical outline.
6. Salesmanship of soap, brushes, etc.
7. Book-keeping.
8. Arithmetic of profit.
9. Buying and selling a business.
10. The physician—cultivating his attention.
11. Advertising, letters of physicians and customers.
12. Demonstration by reliable manufacturers of brushes, toilet preparations, rubber supplies, sponges.
13. Displays.
14. Development of counter-manner.
15. Training of apprentices.
16. General exhortation for such conduct as will tend to place pharmacy on a higher plane, its importance, its opportunity of co-operating with various health authorities, the need for good citizenship in our graduates.

The above subjects require one lecture each week during the final academic year, and these lectures do not in any way interfere with their usual academic teaching. We have had an opportunity of examining two of the three books which are issued as part of the scheme of pharmacy apprenticeship studies. Apprentices are expected to study one book each year. An examination conducted by the College is held at the end of each year. For the first two years the preceptor (by which we understand the apprentice master) will be the presiding examiner in his pharmacy, but the examination for the final year will be conducted at the College as they meet for their first academic session. This programme, we understand, is still in the experimental stages; but the intention is to produce a better idea of what apprenticeship means and also a better type of person for the academic course. Apprenticeship training has dropped considerably, and it is hoped that the new system will make more interested apprentice masters. The material which goes to the making of the books edited

by Professor Hurst has been collated by a Committee of the Council of the Ontario College of Pharmacy. In the first book the business essentials of pharmacy occupy about sixteen pages, and interesting paragraphs appear on how to use the telephone; the attitude of the salesman to the customer; and counter manner. The apprentice is initiated into the manner of dealing with the situation which arises when goods are out of stock; selling by sizes; and making suggestions for sales. Instruction as to how to sell tooth-brushes, clinical thermometers, eye baths, follows, and an important monograph on handling complaints concludes this very useful chapter. While to the mature pharmacist some of the instruction appears to be elementary, it has always to be remembered that these books are intended entirely for the young person who is entering pharmacy and who is all the better for having businesslike methods inculcated into him at the outset of his career, rather than learning them by painful experience at a more mature age. It is common knowledge that business ability does not seem to be considered essential by the pharmaceutical powers on this side of the Atlantic. The trend of education in this country seems to be rather away from the "bread-and-butter" side of pharmacy and towards some goal at which few can even hazard a guess. If professional status is the bourn towards which pharmacy is drifting—it would perhaps be an exaggeration to say being led—then a higher level of education is probably essential; yet it is always likely to be difficult, if not impossible, for a shopkeeper to convince a member of the professional classes that he is one of them because he is concerned with the dispensing of medicines only. This leaves unconsidered the question as to whether or not professional pharmacy would provide a livelihood for the chemist without the selling element on which he depends to-day. Will doctors ever surrender dispensing to pharmacy until the State takes over the medical profession in its entirety? As this possibility is a long way off, in the meantime what is to become of pharmacy? The majority of men in the retail trade depend for their existence on selling and not dispensing. Can anyone dispute this fact? There are few pharmacies in the country to-day which could carry on if their business were restricted to the dispensing of prescriptions only. It may be, however, that those in whose hands the future of pharmacy is placed may have a real crock of gold at the rainbow's end for the pharmacist, but at this stage it is not politic to disclose the fact.

Sicilian Oils and "Sanctions"

AT the beginning of this month it would not have been difficult to book quantities of bergamot oil at a shade under 6s. per pound c.i.f.; to-day the shipment quotation is firm at 7s. 9d. c.i.f., and offers for immediate shipment are very restricted, some of the sources now reporting: "Nothing more to offer at the moment." During the same period, spot prices have moved up from 6s. 3d. to 8s. 4½d. and 8s. 6d. per pound, with the tone firm and further advances indicated. A similar movement on a smaller scale is recorded in the case of lemon oil from the same source. Shipment has advanced from 6s. to to-day's figures of 6s. 6d. and 6s. 9d. c.i.f., and spot supplies could have been purchased on the first of the month at not more than 6s. and possibly less from some sources; to-day's quotation is firm at 7s. 3d., and it is reported that over this figure has been paid.

It will be appreciated that the political situation at the source has caused these markets to firm up, and the possibility of the operation of Sanctions on a wholesale scale at the end of this month has aggravated the position. These external impediments to the free flow of business may very well be the sole, or at least the chief, causes for the stronger market in lemon oil, but in the case of bergamot they would appear to be supplementary to the leading factor, that of supplies on hand at the source being very much below normal coupled with reliable reports that the crop is estimated to be not up to average. Fairly considerable quantities of both oil are stated to be now on their way here and other consignments are due to be shipped before the end of the month, not a little of which is said to be in the hands of speculators who do not ordinarily handle these products and who will, as usual, look for a quick sale at the best margin obtainable. For this reason spot values may not advance much further for a while; they may even decline a little, but we look for a sharp recovery to follow, when most of the available supplies are in stronger hands. There is no alternative source of supply of bergamot and, quite apart from the subject of Sanctions, if shippers are able to maintain the present strong position we may in due course have quotations up to 10s. per lb. Many consumers would prefer to pay this price rather than change over to the synthetic substitute, but values much in advance of 10s. for the natural oil might possibly lead to a fairly general movement in that direction.

Up to the moment there is no official news as to the details of Sanctions, and how they will operate. It does, however, seem probable that goods shipped *direct* to this country prior to the embargo will not be stopped on arrival here and that goods under contract but not shipped before the Sanctions are imposed will not be allowed to be imported. It may, of course, be unwise to assume as a certainty that this embargo on Italian exports will take effect at the end of this month, or at any later date; there may be such changes in the international political position during the next few days as to justify the cancellation or indefinite postponement of such economic measures against Italy.

"Chemists' Friends" and Others

CHEMISTS throughout England and Wales are now familiar with the scheme which has been launched by the National Pharmaceutical Union in order to link up the distribution of certain manufactured goods solely with the pharmacist. We agree with the guarded statement which Mr. Mallinson is reported to have made in an interview with "The Advertiser's Weekly" that it is too early to give any intimation of the reception accorded to the scheme, yet we should like to draw special attention to the following statement in the leading article of the newspaper referred to:

"The chemist himself has turned his dispensary into a general shop. As he has taken to himself the responsibility of selling the wares of the fancy goods shop, the perfumer, the photographic supplies dealer, the hairdresser, the electrician, and the grocer, can he complain when the grocer has the enterprise to declare that he, too, is competent to hand packets over the counter?"

While we do not wish to enter into a controversy on the lines of whether the hen or the egg can claim precedence, we can state definitely that so far from the chemist usurping the trade of selling the wares of the perfumer and some of the others mentioned above, the chemist came first. As a historical fact, he is the traditional seller of lotions, potions and poisons, and is endeavouring only to retain some of his ancient rights which have been appropriated by, or perhaps surrendered to, other traders.

Proprietary Articles Trade Association

THE quarterly meeting of the Council of the Proprietary Articles Trade Association was held at the Hotel Russell, London, W.C.1, on October 10. In the unavoidable absence of the president the chair was taken by Mr. N. N. Armitage.

CORRESPONDENCE

A letter from Mr. Claude H. Morrow, secretary of the P.A.T.A. of South Australia, informing the Council of the good progress made by that recently formed price maintenance organisation was read. The Council instructed the secretary to send a message of congratulation and good wishes.

An appreciative resolution passed at the annual meeting of the Portsmouth Chemists' Association held on September 11 was received by the Council, and the secretary was instructed to acknowledge it.

IRREGULAR TRADING

It was reported that sixteen important national trade organisations were co-operating in an endeavour to suppress the various forms of irregular trading existing in municipal and other public offices, banks, insurance offices, warehouses and factories, which have affected prejudicially the business of retail members of the P.A.T.A. and other trade organisations. A joint memorandum on the subject of these methods of trading was being sent from the headquarters of the trade organisations to their local branches and associations, and arrangements had been made for the taking of concerted local action by the representatives of the organisations concerned. It was hoped that this campaign would result in a marked decrease in irregular methods of trading which had for several years been a source of concern to the retail members of the P.A.T.A. and other associations. The Council expressed their approval of the steps that had been taken in this matter.

TRADE MARK LAW AMENDMENT

In view of the probable introduction of a Government Bill to amend the existing Trade Marks Acts the Council are seeking to secure the inclusion in such Bill of a clause which would empower the owner of a registered trade mark to attach to the sale of goods bearing the trade mark conditions which should run with the goods so as to be binding upon any retailer into whose hands they might have come with notice of such conditions. This provision would strengthen existing trade mark law by empowering the owner of a registered trade mark to enforce fixed price conditions in respect of the goods bearing his trade mark. The Council approved the steps which the Association, in collaboration with other important interests, proposed to take.

SUPPLIES BY MANUFACTURERS TO PRICE CUTTERS

The Executive Committee reported to the Council that they had been seriously concerned regarding a number of cases involving the supply of P.A.T.A. goods by manufacturer members of the Association to stop-listed traders. The information indicated that considerable laxity and carelessness had been shown by certain manufacturers. The Council endorsed unanimously the recommendation of the Committee that strong representations should be made to the manufacturers concerned.

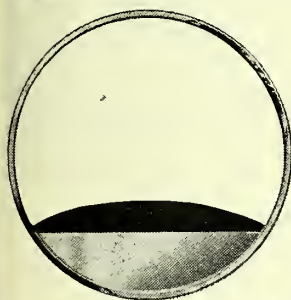
PRICE-MAINTENANCE WORK

The quarterly report on price-maintenance work showed that during the past three months 150 cases of cutting had been dealt with and that the majority of these cases had been satisfactorily adjusted. In 712 instances price-cutters' sources of supply had been traced. Although cutting in the London district is still a matter of serious concern, a number of important sources of supply to these traders were discovered and closed, and in several instances retailers had been found to be acting as suppliers of the cutters. In the provinces the position continued to be much more satisfactory.

"THE LITTLE LESS."—"Govan Woman Almost Poisoned"
(heading in the "Daily Record").

CHRISTMAS SHOW

Display Matter for Chemists



SEASONABLE display matter suitable for chemists may be constructed under the headings: Pelmet, posters, showcards, tickets, cut-outs and stands. It is not, of course, necessary to make use of all these varieties in order to impart the necessary "Christmas atmosphere" to a display, but the chemist who is familiar with what is available under each

heading is in the best position to judge what is most suited to his own business. It is proposed to deal only with "stock" display matter which can be ordered for immediate delivery from accredited suppliers.

PELMETS.—This page is headed with a pelmet in grey, pink, red, blue, green and black by Dudley & Co., Ltd., 451 Holloway Road, London, N.7. The length is adjustable from 59 in. to 172 in. Depth at sides 26 in., depth at narrowest part 7 in. Catalogue No. 16429. Three other worded pelmet designs are available from this house in different colour schemes, as well as a window border (top and two sides) and a range of eight purely decorative designs of holly, lanterns, snow scenes, etc. The pelmet illustrated on

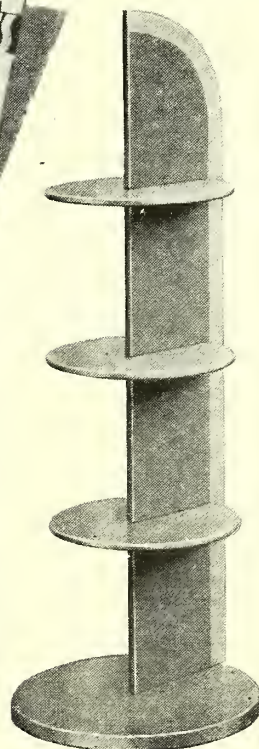


the succeeding page is No. H.2695 of J. C. King, Ltd., 42 Goswell Road, London, E.C.1. The colours are orange, blue and green. Length adjustable from 60 in. to 120 in.; greatest depth 26 in., least 12 in. Alternative patterns are to be had in combinations of red, green and black and of orange, blue and yellow, as well as six or seven varieties of continuous, unlettered, decorated frieze bearing seasonal designs.

POSTERS.—Three examples of cut-out posters are illustrated on the next page. The one centred under the pelmet is No. 16430 by Dudley. The colours are red, green and yellow on white and the size 17½ in. by 16½ in. In the lower right-hand corner is a larger cut-out in the same colours by Dudley, size 38 in. by 14½ in. overall, and a cut-out poster by Thomas Waide & Sons, Ltd., Kirkstall Hill, Leeds, 5, size 28 in. by 11 in., lithographed in bright colours. This is a companion to a "Winter Remedies" poster of identical size and shape. A pleasing variety of alternative designs, in sizes from 36 in. by 11 in. to 9 in. by 6 in., cut-out or squared-up, in two or several colours, is offered by both King and Dudley. **SHOWCARDS.**—Five examples are shown on this page.

The left-hand card of the central group of three is an embossed showcard with lettering in metallic lustre-colours on tinted board by A. A. Jackman, 91 Woodyates Road, Lee, London, S.E.12. Although the card illustrated is a stock wording, own wordings can be embossed to order, but extra time must, of course, be allowed

for this. The central card is No. 15788 (15 in. by 9½ in.), in red, green and gold by Dudley, and is representative of many in plain oblongs or elaborate cut-out shapes of many sizes. The card on the right is 9 in. by 6 in., in gilt, black and red on buff, No. H.2332, by King. Many others are available. In the lower left-hand corner of the page are shown two showcards in full colour for Christmas cards from "snapshots," by Kodak, Ltd., size 18 in. by 12 in. and 12½ in. by 9½ in. respectively. Counter folders for showing Christmas cards are also to be had from this firm. **WINDOW TICKETS.**—In the second of our display pages are shown, to the right and left of the main illustration, window tickets by S. Maw, Son & Sons, Ltd., and by King. Those by Maw are deeply embossed tickets in gold or silver and two





colours, size $5\frac{1}{2}$ in. by $2\frac{1}{2}$ in., on which the lettering gives the impression of being superimposed. Similar cards are available in other sizes. The smaller tickets are "bordered blanks" by King. They average about $3\frac{1}{2}$ in. by $2\frac{1}{2}$ in. in size and many different designs are issued, in two or more colours. Cut-outs.—The tinsel cut-outs of J. C. King, Ltd., proved so popular last year that the range has been greatly increased. Three are shown in our illustration, their sizes being $18\frac{1}{2}$ in. by $12\frac{3}{4}$ in., $19\frac{1}{2}$ in. by 8 in., and $15\frac{1}{2}$ in. by $11\frac{1}{4}$ in., respectively (left to right). The lantern on the right has been given a red background, and the bells on the left are gold-under-silver tinsel-covered. Show-stands.—Both stands illustrated are by Maw. The smaller is of chromium metal, with platform of black velvet. The larger is of wood, finished in green and silver, height $26\frac{1}{2}$ in.

Such additional items as artificial Christmas trees, holly leaves, balloons, separate cut-out letters, coloured lamps, paper decorations and mechanical figures are dealt with in the illustrated catalogues of J. C. King, Ltd., Dudley & Co., Ltd., and S. Maw, Son & Sons, Ltd., sent readily on request.

Special mention is merited of Maw's silver display papers, because the designs are exclusive to chemists. One consists of diagonal smooth stripes about a quarter of an inch apart on a finely linen-grained surface; another of an all-over wavy grain; and the third of a narrow vertically-striped grain. It should be pointed out that these are not crepe papers, and, while suitable for

backgrounds, are perhaps better adapted for use on a horizontal surface. The roll measures 12 yds. by 20 in. Amateur showcard designers may be interested to know that "glitter powder," which is obtainable separately, can be very simply applied to hand-written showcards. A sufficiency of adhesive is mixed with the paint or ink used, and the tinsel powder liberally sprinkled on before it becomes dry. There is no waste, because only a sufficient quantity adheres.





Advertising Novelties

GOODWILL is the mainspring of the private chemist's business, and his publicity media should be chosen with this in mind. Advertising novelty distribution deserves the chemist's most careful consideration, because its results are longlived and because it helps customers to think of the name of the advertiser whenever they require the service of a chemist.

Careful consideration should be given to three points:—(1) Who should receive the advertising novelties; (2) what the novelties should be; (3) how and when they should be distributed.

Many distributions have been ruined because traders have considered the second point before the first is decided. Clearly, however, in order to choose a gift that is novel and useful to the recipient, it is necessary to be familiar with his likes and dislikes. He can then be allocated novelties which he will almost certainly use. The chemist's first problem, therefore, is whether he will distribute to every customer on his books, or only to those who have spent a specified sum with him during the year. In making up a list he should endeavour to include in his distribution as many cash customers as possible, so as not to set a premium on credit. Doctors and nursing homes, whose goodwill would be valuable, should certainly be added to this list. The goodwill of the housemasters of schools is also well worth cultivating, if there are any large boarding, public or secondary schools in the district. One chemist sends out a suitable novelty to stand in the smoke-rooms of hotels in his vicinity, to advise patrons where they may obtain toilet requisites, or other items, and this idea might very readily suggest other suitable recipients. His list prepared, the chemist should scrutinise the catalogues of novelty gift manufacturers and make appropriate

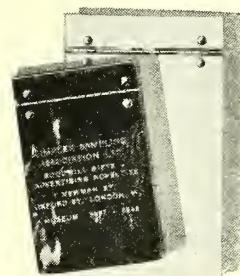
selections for the customers he has in mind. One calendar has a little red window which, being moved over the appropriate date, makes it conspicuous.

In addition, there are such lines as propelling pencils and golf tee cases. Tees themselves can be obtained in a number of shapes, stamped with a very brief advertisement (usually the name only), at 8s. per gross. A wide choice of ash trays, lighters, and similar general lines is also offered. The idea of sending out a sample of goods might be considered. With liquids, the difficulty of obtaining suitable small containers is usually insuperable, but small samples of plasters, gold beater's skin, etc., can be sent out in neat little overprinted celluloid envelopes obtainable either empty or complete with sample. Notebooks are obtainable in many sizes and styles, of which perhaps those with hinged celluloid covers are the most appreciated. Advertisements are gold-blocked on to the covers of these. Desk pads can be sent out with good effect in districts where office workers are numerous, while telephone number indexes are invariably welcomed by telephone subscribers. These cost about rs. 6d. each for small quantities, Almanacs giving household or health hints are eagerly scanned for "tips," and organisations exist which are prepared to supply the almanacs complete, overprinted with the chemist's own name. A minimum quantity of 1,000, costing three to four pounds, must be taken. Having placed his orders, the chemist must next consider the best method of distribution.

Methods of Distribution

Many have found it better to send gifts on New Year's Day rather than at Christmas. This prevents their being eclipsed by the gifts of relations and friends.

Illustrated on this page are, from bottom left-hand to top right-hand corner: leather matchbox cover which automatically opens when the catch is released; combined nail scissors and file; conical and circular golf tees; propelling pencil; almanacs of various kinds; tear-off note pad; celluloid envelope containing gold-beater's skin. In the right-hand column are shown two pocket tear-off note-books with hinged covers of celluloid. Most of the novelties illustrated are from the range of SIMPLEX SAMPLING ASSOCIATION, LTD., 1 Newman Street, Oxford Street, London, W.1. The telephone number indicator and tear-off block are by CALENDOX, LTD., 91 Petty France, Westminster, London, S.W.1. The almanacs are by THE GENERAL PRESS, LTD., 2 Carmelite Street, London, E.C.4. A wide range of gifts and novelties is also dealt with in a twenty-page list issued by D. HARPER & Co., LTD., 258 Holloway Road, London, N.7.



Sir Hans Sloane's Mineral Specimens

A MONOGRAPH by Miss Jessie M. Sweet, B.Sc., entitled "Sir Hans Sloane: Life and Mineral Collection—Part III," is given the first place in the current issue (Vol. V, No. 36) of the "Natural History Magazine" published at the Natural History Museum, South Kensington, by the Trustees of the British Museum. Everything relating to Sir Hans Sloane is of importance, intrinsically and also on account of many of his literary and other treasures having been acquired by the Museum; and Miss Sweet must be congratulated on having done justice to her attractive theme in an article the erudition of which is lightly carried and brilliantly conveyed to her readers.



DRAWER FROM A CABINET ONCE OWNED BY SIR HANS SLOANE
This and the other illustrations in this article appear by courtesy of the British Museum

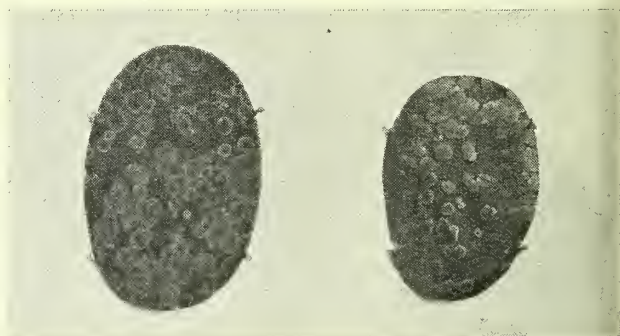
We have spent some time in examining the specimens contained in two drawers, and with the aid of a few selections from the numerous illustrations in Miss Sweet's article will give a brief account of this fascinating collection.

Its discovery was in itself of the nature of romance. In 1931, the article tells us, two drawers of "mineral oddments" were found in the Museum's Department of Botany and transferred to that of Mineralogy. The specimens looked so unpromising that it was some time before the necessary cleaning and identification began. Fortunately the Museum possesses manuscript catalogues of Sloane's curios; with the aid of these and a certain amount of chemical testing the contents of the drawers were reduced to order. Each of the drawers (which are substantially made) is divided into forty-nine compartments, and the total number of specimens, including a few not now regarded as mineral, amounts to 107.

In our Special Issue of June 30, 1923, we referred to the curiosity of Sir Thomas Browne with regard to new drugs: we quoted from a letter in which he asked his son Edward (afterwards president of the Royal College of Physicians) to get samples of tincal and "toothanage." Sir Thomas died in 1682; and his interest in medicaments appears to have descended to Sloane, whose collections must have embraced most of the articles of *materia medica* known in his day. The mineral collection still retains several contemporary labels: of these we have transcribed *Limat: Calybis* (Sir Thomas Browne spelt it "Chalybis"), *Gagates* (jet), *Calx viva*, *Calx extincta* off., *Chalcantum vitriolum album* off., and *Ferri squamma* off., the "off." standing for *officinalis* or *officinale*.

On a first view of the collection it would seem that the various earths form the predominant feature of the two drawers. The specimens of *terra sigillata* (*terra Lemnia*), for instance, are sufficiently numerous to claim a large share of the visitor's attention. They are in the usual form of troches, each stamped with a seal. Miss Sweet has collected a good deal of curious fact and legend on the subject of Lemnian earth. It appears that Galen made two voyages to Lemnos for the purpose of learning what he could at first hand about this far-famed remedy. His first voyage was unsuccessful for lack of time; but on the second occasion he witnessed the ceremony of digging the earth, preceded by a religious rite. When a wagon-load of the earth had been obtained, it was taken to the town of Hephaistias, elutriated, and left to dry until it attained the consistence of soft wax, when the final process of making and stamping the troches was reached. Galen reported the occurrence of several kinds of earth in Lemnos, but held that the true *terra Lemnia* should be red and yet not stain the fingers. He obtained 5,000 troches while in Lemnos.

Other accounts of visits to the Lemnian mines were written in the sixteenth century, by which time the ceremonial digging was confined to one day in each year, August 6, an ecclesiastical festival. Elaborate precautions were taken to prevent workmen from secreting any of the earth, and each of the troches was stamped with the seal of the Sultan of Turkey, now the ruler of the island. Pierre Belon visited the mines at some date prior to the appearance of his "*Les observations de plusieurs singularitez & choses memorables . . .*" in 1555, and by the expedient of attending sick persons was allowed to use some of the earth in his treatment. He was of opinion that its reputation was undeserved. Belon also formed a collection of



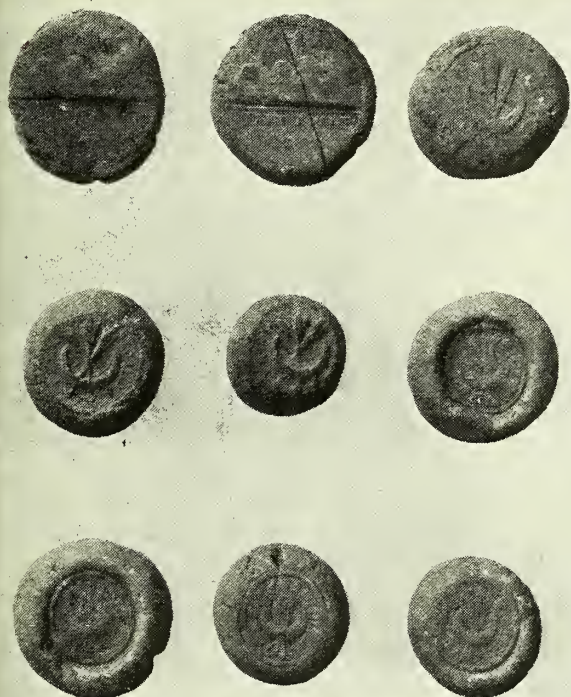
SPECIMENS OF LAPIS VARIOLOSUS (POLISHED) FROM THE VALLEY OF THE DURANCE, FRANCE

specimens of *terra sigillata*, and reproduced some of the seals in his book. The Turkish inscriptions all read "*Tin imach-ton*" (sealed earth). A British investigator who visited the district in 1909 found that the earth was mainly used for making pottery, and this was sealed with a Turkish seal

resembling those shown in Belon's book. It is mentioned in the monograph that other kinds of sealed earth came from Silesia and other Continental countries in the sixteenth century.

These earths were widely used as antidotes to poisons and for curing bites and wounds. Sloane quotes (in his manuscript catalogue) the following incident, taken from Andreas Bertholdus:—

A Prisoner named Wendel Thumblardt who was condemn'd to Death who at his own request had given him a ʒss. of Mercurius sublimatus mingled wt. Cons. Rosar. and immediately after it he drank a ʒj of this Terra sigillata silesiaca in old wine altho' he was extremely tormented wt. it yet the Medicine prevailing he recover'd & was deliver'd to his Friends.



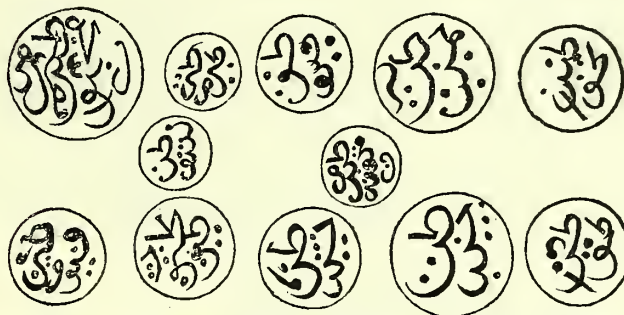
EIGHTEENTH-CENTURY TROCHES OF TERRA SIGILLATA FROM LEMNOS

Other earths to be found in the collection include terra Cimolia, terra Samia, and Armenian bole.

Of the substances formerly classed in text-books on materia medica as precious stones, bezoar may be said to be the chief on account both of its high price and of the therapeutic claims made for it. Two of the specimens in the Sloane collection answer to Van Rymsdyk's description of oriental bezoar, which, we are told, is an organic concretion of ellagic acid from the intestines of wild Persian and Indian goats. (References to ellagic acid of vegetable origin will be found in the "Year-Book of Pharmacy" for 1891 and that for 1903). An Arabian prince is said to have exchanged a magnificent house for one of these stones. The third and fourth specimens in the collection are described as occidental bezoar.

Lapis lynceus (lynx stone), another vaunted remedy, is a belemnite, but was anciently supposed to have some connection with the lynx. It was also known as thunderstone and dactylus Ideus, the last name bearing a reference to its shape and to Mount Ida in Crete, where it has been found. Lapis Judaicus is the spine of a fossilised sea-urchin from Judaea:

other names for it were lapis Syriacus and Phoenician stone. The spines were used for stone in the kidney and to protect from witchcraft. Another drug from Palestine was bitumen Judaicum, found floating on the Dead Sea. Gagates (jet)



SIXTEENTH-CENTURY TURKISH SEALS USED FOR TERRA SIGILLATA (P. BELON, 1555)

was taken, steeped in wine, for toothache. The etymology of amethyst from the Greek α + μέθυρος ("not" and "drunken") indicates its reputation as a stone to ward off drunkenness; the author adds that the amethyst still worn in a bishop's ring is a relic of this belief. In addition, the gem, according to Albertus Magnus, "giveth good understanding in things that may be understood." Lapis nephriticus (jade) was used for kidney troubles; rock-crystal for quenching thirst by holding under the tongue; and lapis variolosus (two specimens of which we show in an illustration) for keeping in one's clothes in order to make smallpox "come favourable."



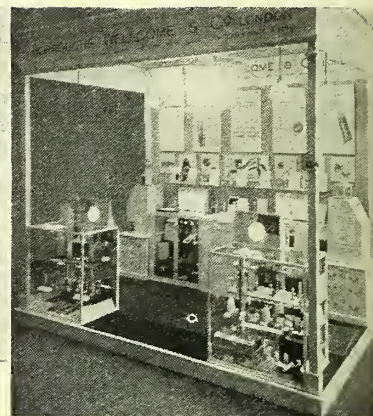
BEZOAR GOAT AND (MAGNIFIED) BEZOAR (P. POMET, 1712)

The marks on these lapides variolosi clearly show the prevalence of the doctrine of signatures.

Towards the end of the monograph Sloane's "most efficacious" ointment—or, as he calls it, liniment—for eye troubles is quoted:—

Take of prepared Tutty, one Ounce; of *Lapis Haematites* prepared, two Scruples; of the best Aloes prepared, twelve Grains; of prepared Pearl, four Grains. Put them into a Porphyry, or Marble Mortar, and rub them with a Pestle of the same Stone very carefully, with a sufficient Quantity of Viper's Grease, or Fat, to make a *Liniment*. . . .

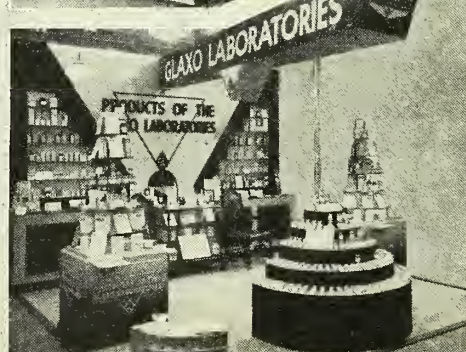
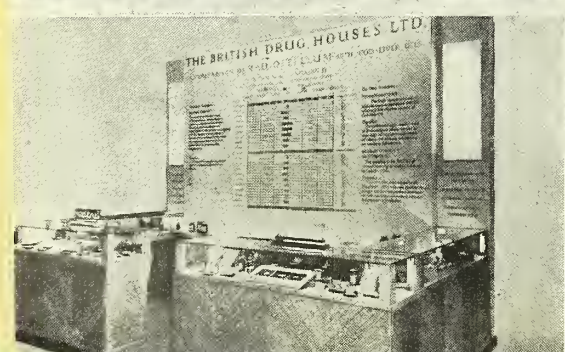
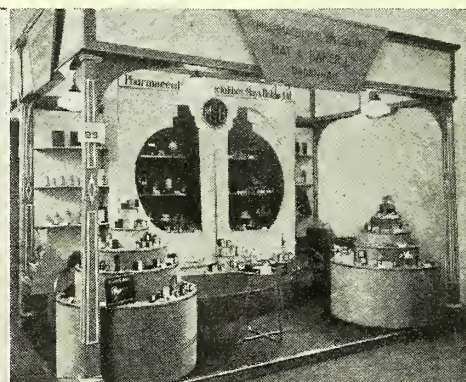
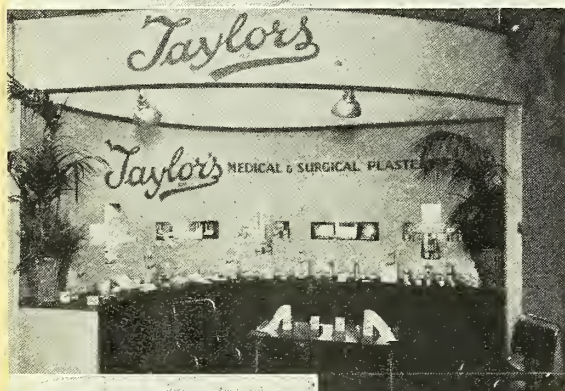
Hans Sloane was born in 1660, twenty-two years before Sir Thomas Browne's death, and lived till 1753. His manuscripts are of perennial importance in the history of medicine, and to them this mineral collection forms an attractive pendant.



London Medical Exhibition

SOME OF THE STANDS: 1. Evans Sons Lescher & Webb, Ltd. 2. Allen & Hanburys, Ltd. 3. Edward Taylor, Ltd. 4. The Crookes' Laboratories. 5. The British Drug Houses. 6. Savory and Moore, Ltd. 7. Pharmaceutical Specialities (May & Baker), Ltd. 8. Parke, Davis & Co. 9. Glaxo Laboratories. 10. Burroughs Wellcome & Co. 11. Howards & Sons, Ltd. 12. Johnson & Johnson (Gt. Britain), Ltd. 13. H. R. Napp, Ltd.

(From top to bottom)



This Week's Medical Exhibition

At the London Medical Exhibition held in the Horticultural Hall, London, S.W.1, from October 21 to 25, most of the stands showed evidence of special planning. A good illustration of this was seen in the large graph plotted by means of tubes of illuminated Neon in contrasting colours on a dark ground; another, a suspended lantern in the form of a truncated, inverted polyhedron, each blue glass face of which carried a white diagram. Some exhibitors had incorporated a diagram or advertising device in the structure of the stand, as a recessed red cross carrying displayed stock on its horizontal surfaces and an illuminated silhouette of a human figure wearing in correct position an actual surgical appliance. Such methods of display seemed both appropriate and dignified.

An Intimate Exhibition

The intimate note of the exhibition was given by stands at which chocolate drinks were being freely sampled, or gas fires demonstrated. Both personal and professional requirements were catered for, ranging from lemon barley water and tooth paste to "fifty-shilling" stethoscopes, insurance, and electro-surgical hand motors "for drills, burrs, saws, etc." A catalogue entry offered "Ebonium and mahoganite name-plates, with white lettering such as 'Waiting Room,' 'Surgery,' 'Hours,' etc." These "side-lines" were, however, quite minor matters when compared with the real scientific and technical interest of the four main types of exhibit, which consisted of books and publications (about ten stands); foods (about fifteen); surgical instruments and appliances (about twenty-four); and medical specialties and proprietaries (most of the remainder). The total of the exhibitors was 139 (compared with only 84 at the Chemists' Exhibition). Of these, a score or so (perhaps even more) were offering free specimens of booklets, journals, diet sheets or actual goods, usually to be forwarded direct, after the exhibition, on receipt of a professional card.

Medical Specialities

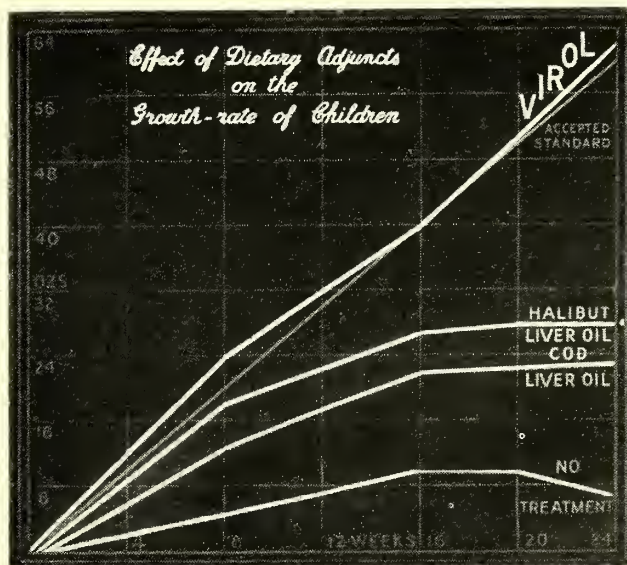
Of new preparations there were many. Thus, several makers were offering (for the first time) ergometrine ascorbic acid, and gold preparations; a new halibut oil series and a new cascara and agar emulsion also made their appearance. At one stand the complete apparatus for testing urine for vitamin C was displayed on the counter, to draw attention to new empirical uses for ascorbic acid. It is claimed that improvement has resulted from the administration of this vitamin in conditions where such deficiency has been detected. A range of concentrated transfusion solutions and a series of stimulants and narcotics in sterile solution for use with them were shown for the first time. A microscope at another stand invited visitors to examine yeast cells to see that they were "live." A "malt and oil" was to be seen which contained 25 per cent. of cod-liver oil. The "only permanently stable" cod-liver oil ointment was one of several examples of this cream to be seen in the exhibition. An antibody for inoperable cancer, British grass pollen and air-born-dust proteins were exhibited by one firm and bee venom by several. Some new anaesthetics, or modifications of existing ones, were present in cobebrin and proctocaine. Glucose granules containing magnesium hydroxide (indicated in acidosis, etc.); glucose granules containing dicalcium phosphate and vitamin D in a chocolate-flavoured base; natural halibut-liver oil; and a ready-mixed barium meal that does not require boiling were catalogued as innovations. British cod-liver oil refined at sea was brought to the notice of visitors for its exceptional vitamin value, and naturally preparations based on, or containing vitamins were numerous, and included capsules containing A, B₁, B₂ and D; detoxicated wheat germ to which carotene had been added; malt and oil products; concentrates; tablets; emulsions; and pills. A very large number of the specialties shown were such as would probably never find their way into a chemist's shop. One exhibitor offered to obtain any foreign speciality for medical men, another offered brown, yellow, pink and blue aspirin tablets which might be "obtained from any chemist or wholesale house."

The most commanding positions in the exhibition were secured by manufacturing chemists, as was to be expected, and the five stands immediately facing the entrance were each taken by exhibitors marketing a range of high-grade medical specialties.

The surgical instruments may be briefly dealt with, since they were, for the most part, not of a kind to be stocked by chemists. Stainless steel operating tables, portable x-ray outfits and ligatures made and marketed by a London hospital were among them, together with a variety of optical, acoustical and foot instruments.

The Exhibitors

Among many exhibitors showing medical and surgical specialties were ALLEN & HANBURYS, LTD. (also surgical instruments and foods); ANGLO-FRENCH DRUG CO., LTD.; ARMOUR & CO., LTD.; BAYER PRODUCTS, LTD.; BENGUE & CO., LTD.; BOOTS PURE DRUG CO., LTD.; BRITISH ALKALOIDS, LTD.; BRITISH COD LIVER OIL PRODUCERS (HULL), LTD.; BRITISH COLLOIDS, LTD.; THE BRITISH DRUG HOUSES, LTD.; CADBURY BROS., LTD.; THOS. CHRISTY & CO., LTD.; THE CROOKES LABORATORIES; DENVER CHEMICAL MANUFACTURING CO.; J. C. ENO., LTD.; EVANS SONS LESCHER & WEBB, LTD.; FASSETT & JOHNSON, LTD.; GENATOSAN, LTD.; GLAXO LABORATORIES; C. J. HEWLETT & SON, LTD.; HOFFMANN LA ROCHE CHEMICAL WORKS, LTD.; HOLBORN SURGICAL INSTRUMENT CO., LTD.; HOUGH, HOSEASON & CO., LTD.; HOWARDS & SONS, LTD.; INGRAM & ROYLE, LTD.; JOHNSON & JOHNSON (GREAT BRITAIN), LTD.; JOHNSON & SONS (MFG. CHEMISTS), LTD.; KAYLENE, LTD.; KOLYNOS, INC.; J. F. MACFARLAN & CO.; WILLIAM MARTINDALE; MENLEY & JAMES, LTD.; H. R. NAPP, LTD.; NESTLÉ & ANGLO-SWISS CONDENSED MILK CO.; OPPENHEIMER, SON & CO., LTD.; OXO, LTD.; PARKE, DAVIS & CO.; PETROLAGAR LABORATORIES, LTD.; PHARMACEUTICAL SPECIALITIES (MAY & BAKER), LTD.; RECKITT & SONS, LTD.; W. J. RENDELL, LTD.; SANDOZ PRODUCTS (J. FLINT); SAVORY & MOORE, LTD.; SCHERING, LTD.; SCHOLL MANUFACTURING CO., LTD.; SCOTT & BOWNE, LTD.; SHARP & DOHME, LTD.; T. J. SMITH & NEPHEW, LTD.; EDWARD TAYLOR, LTD.; THERMOGENE CO., LTD.; TONICITY LABORATORIES, LTD.; VIROL, LTD.; WM. R. WARNER & CO., LTD.; and THE WILSON RUBBER CO., LTD.



NOVEL USE OF NEON TUBING

Graph sign which formed a prominent feature at the stand of Virol, Ltd., at the London Medical Exhibition.

WINDOW DISPLAY.—Blandford Press, Ltd., 43 Blandford Street, London, W.1, have issued a second edition of their book on "Window Display for the Chemist" (4s. 6d.). The text has been entirely rewritten and the illustrations are all of up-to-date displays, some having been reproduced from THE CHEMIST AND DRUGGIST.

A.B.C.M. Annual Meeting

Chairman's Speech

THE nineteenth annual general meeting of the members of the Association of British Chemical Manufacturers was held at the Chemical Society's Rooms, Burlington House, London, W.1, on October 10.

Mr. E. WALLACE (vice-chairman of the Association), who presided in the absence through illness of the chairman, Dr. F. H. Carr, in moving the adoption of the report, said:—Our very dear friend Dr. Carr, as most of you know, is ill. You will all be pleased to hear he is getting better. He expressed his disappointment that after all the years he has served on the A.B.C.M.—I think since its formation—it is not possible, when in the normal course of events his period as chairman comes to an end, for him to be with us. Therefore, I would like, with your permission, to send a very special note of sympathy with him and of regret that he is not here to-day. In the absence of Dr. Carr I have received from him a note of the remarks that he would have made in asking you to agree to the adoption of the Report, and, acting as his understudy at the moment, I am going to give the speech that he would have made, as follows: It is my duty to move the adoption of the Council's Report on the activities of the Association during the past year. It is the record of a large number of activities of vital importance to the chemical industry. We have had some very big problems to handle in connection with new trade treaties, the future of the key industry duties and the new Poisons List and Poisons Rules, in addition to what may be called our routine activities. We have to record the loss of a number of men who have played an important part in connection with our industry, and I would like in particular to mention Mr. R. M. Bewick and Sir Harold Boulton. Both of these able and attractive personalities placed their ripe wisdom and wide experience freely at the disposal of the Council. Their loss has created a gap which it will be very hard to fill.

Trade Agreements

The Ottawa Agreements which have now been in operation nearly three years will become due for revision in 1937. During the coming year it will be necessary for us to make a critical survey of their effects in relation to the chemical industry, and to determine in what directions modifications are desirable. Accurate and up-to-date statistical data are essential for a critical appraisal of the situation, and such data will in due course be compiled in relation to chemical products from the published trade statistics of the various parts of the Empire. A survey shows that the results of the Ottawa Agreements have been to increase inter-Imperial trade, and that so far the overseas Dominions have reaped greater benefits than the United Kingdom. The trade treaties which the Government has negotiated with foreign countries since the Ottawa Conference are still of too recent origin to allow of their full effects being developed. The Government is being guided more and more by associations in its negotiations, and, as you will note, left the chemical section of the Polish Treaty to be hammered out between this Association and the Polish Union of Chemical Industries. We wish to encourage this, and realise that it rests with us to show that our industry can be entrusted to carry out such negotiations in the common interest. We must make an intensive study of the chemical markets in the country with which negotiations are in progress, so that we may know precisely which concessions will be of real benefit to our industry—bearing in mind that these treaties are all on a most-favoured-nation basis—and we need to be in a position to give an estimate of the extra trade that is likely to accrue from the concessions we demand.

Industrial Organisation

The subject of industrial reorganisation is one which is at the present time actively in the minds of all leaders of industry. In pre-war days the eminence of this country in the realms of industry and commerce was the product of vigorous individualism. This prompted keen competition, and up to a point stimulated efficiency and encouraged progress. The new idea of industrial reorganisation, of which Lord Melchett's recent Bill is an important example, visualises the planning of in-

dustry as a co-ordinated whole by industry itself. The Bill contemplates the compulsion, by statutory order, of recalcitrant minorities who would refuse to accept any voluntary scheme of organisation or planning and who might by their refusal render inoperative the efforts of the majority to put the industry on a more economic basis. The advocates of such measures hold up the bogey of nationalisation as the ultimate and inevitable alternative to their plans for industrial self-government. The Committee of the Federation of British Industries which investigated the various schemes of reorganisation came to the conclusion that the results desired could best be obtained through an extension of voluntary associations such as ours. With this view we are in complete agreement. The chemical industry is one which affords practically unlimited scope for new developments by the scientific application of chemistry, physics and engineering, and if that development is not to be impeded it is necessary to preserve the best features of individualism and to give the individual members of the industry adequate scope for their efforts while preserving a generous measure of unselfish technical co-operation to secure this freedom for individual effort.

Fine Chemical Industry

Since the Report was written a supplementary memorandum has been submitted to the Key Industries Committee of the Board of Trade setting forth the detailed reasons why the fine chemical makers consider that the progressive development of the industry would be better assured by a continuance of the key industry duties rather than by a transfer to the Import Duties Act. The key industry duties are based on national security and afford stability, continuity and freedom from interference. The Import Duties Act, which was passed with entirely different objects, does not in its present form possess these basic characteristics, which are essential for progressive development. I am optimistic enough to think that the Key Industries Committee will fully appreciate the need for a continuation of the conditions which I have just mentioned and in their report suggest means by which the progressive development of the industry can be assured in the national interests.

In conclusion, Dr. Carr has asked me to express his sincere appreciation of the support which he has received at all times from all members of the Association during his two years of office, and especially from his colleagues on the Council. He most especially asks me to give emphatic expression of praise and gratitude to the General Manager for the magnificent manner and tireless energy with which he discharges his duties. A special word of commendation must also be given to his staff for their untiring efforts on behalf of the Association during a particularly heavy year.

Elections

President: Dr. E. F. Armstrong, LL.D., F.R.S., J.P.; *Vice-Presidents*: Dr. C. Carpenter, C.B.E., M.Inst.C.E., Dr. F. H. Carr, C.B.E., F.I.C., Sir Christopher Clayton, C.B.E., M.P., Mr. C. A. Hill, B.Sc., F.I.C., Sir David Milne-Watson, D.L., LL.D., Mr. R. G. Perry, C.B.E.; *Honorary Vice-Presidents*: Sir Martin O. Forster, F.R.S., Mr. D. Lloyd Howard, J.P., Sir Harry McGowan, K.B.E., Sir Robert Mond, F.R.S.E., M.A., J.P. The following members of Council, who retired in rotation, were re-elected: Mr. G. E. Howard, Mr. L. P. O'Brien, Mr. D. J. W. Orr, Mr. A. E. Peak, Captain D. S. Peplow, Mr. F. M. Roberts, Mr. E. Wallace, and Mr. K. H. Wilson.

Annual Dinner

The annual dinner, which followed the meeting, was held at the Dorchester Hotel, W.1. The gathering numbered about 300, the guests including many of the chief permanent officials of Government departments. The chair was taken by Mr. E. Wallace (vice-chairman of the Association), whose speech, in response to the toast of "The Association," dealt with various matters of interest to the industry.

A.B.C.M. Annual Report

The following extracts are given from the annual report for the year ended May 31, 1935:—

Import Duties Act

A number of cases under the Import Duties Act, 1932, have been under active consideration during the year. The case for an additional duty on superphosphate of lime, to which reference was made last year, has had a successful outcome, as also has the allied case in respect of compound fertilisers, mixed fertilisers and compound manures. The closely related case of nitrogen compounds has also been satisfactorily terminated after certain price undertakings had been given to the farmers. A specific duty of £4 a ton was recommended on ammonia liquor, ammonium sulphate, synthetic sodium nitrate, ammonium sulphate-nitrate including mixtures of ammonium sulphate and ammonium nitrate, all ammonium phosphates and fertilisers consisting of ammonium nitrate mixed with other materials not included in the foregoing or under compound fertilisers, mixed fertilisers and compound manures. The case of sodium nitrate, mentioned last year, has been concluded with the imposition of a specific duty of £4 a ton instead of a duty of 20 per cent., after certain price assurances had been given by the applicants. The Association's opposition to the removal of the additional duty on refined borax proved successful, and this product will remain dutiable at 20 per cent. The Import Duties Advisory Committee has stated that it is unable to make any recommendation at present in regard to applications for additional duties on sulphuric acid, on refined camphor in block form, and on a small number of essential oils made in this country. The most important addition to the Free List from the point of view of the chemical industry is some thirty raw materials, largely unobtainable in the Empire and mainly required in the manufacture of drugs and medicinal preparations. The Association opposed the application for the addition to the Free List of oxalic acid (the manufacture of which in this country is now due to commence); of magnesium sulphate (the extended output of which in the past has been to a considerable extent hindered by lack of import duty); and of white arsenic (Cornish supplies are insignificant, and the Australian material offered in this market is unsuitable for many purposes).

Imperial Economic Conference

CANADA.—In the last report, attention was drawn to the important concession obtained from Canada, by which the Empire content was reduced from 50 per cent. to 25 per cent. for a long list of products made from raw materials not obtainable in the Empire. Two difficulties have arisen in regard to interpretation, one relating to essential oils and their derivatives, and the other in regard to raw materials for drugs and the derived drugs. While it is understood that the intentions of the Canadian authorities are in line with the views of the Association, the verbal adjustments necessary to achieve the desired results have not yet been made, in spite of repeated reminders from this side. The 1935 Canadian budget introduced a number of tariff changes which were, in general, favourable to the British chemical industry.

AUSTRALIA.—Favourable decisions have now been reported in a further number of cases, and changes beneficial to British industry have been made in the tariff in respect of arsenate of lead in paste and powder form; barytes, crude and ground; copper sulphate; cresylic acid; insecticides and disinfectants, n.e.i.; carbon tetrachloride; liver extracts; pharmaceutical preparations; patent and proprietary medicines; sulphate of ammonia; tri-sodium phosphate; acetates for the manufacture of acetic acid; and sodium and calcium acetates for various purposes. It is interesting to note that in a number of instances the conditions applied as a result of the Tariff Board's recommendations have been more favourable than those requested by the Association. No change was recommended in the case of citric acid, while no report is yet available in regard to the remaining cases relating to methyl salicylate, spiritus æther nit. and spiritus ammon. aromat.

INDIA.—In the autumn of 1934 it was learned that negotiations were being opened with India in respect of the Ottawa Agreements, and that there was a possibility that additional preferences might be secured. A memorandum was prepared after consultation with all members and submitted to the Board

of Trade. The Board replied that these proposals would be taken into consideration during the negotiations, but that it was unlikely that India would make concessions in regard to certain classes of goods expressly exempted from preference; thus bleaching powder, dyestuffs from coal tar and fertilisers were not likely to receive preferences, nor would India be willing to widen the existing preferences of 10 per cent. already enjoyed by many classes of goods, including glue. The Agreement reached with India under date June 9, 1935, as supplemental to the Ottawa Agreement, dealt solely with the general principles in regard to the protection afforded to Indian industries and the duties imposed against British goods. Duties to protect Indian manufacture will be imposed only after inquiry by the Tariff Board, and British industries will have full opportunity of making representations to the Board.

Pharmacy and Poisons Act, 1933

Mr. Perrins, the secretary of the Board, at the invitation of the Association, attended a meeting of members of all associations affiliated to this Association, and dealt with a large number of questions relating to the interpretation of the Provisional List and Rules. The meeting was of the greatest value in view of the very clear explanations given by Mr. Perrins. Subsequently there were meetings of the various groups and affiliated associations, and a memorandum was prepared and submitted in October to the Poisons Board, containing the unanimous recommendations of the chemical industry as to the modifications desired in the List and Rules. After it had considered these proposals and those from other interested bodies, the Poisons Board issued its report with its recommendations as to a Poisons List and Poisons Rules at the beginning of June. An examination of the report indicated that the Association's views had been met to a large extent in regard to the Poisons List; as regards the Poisons Rules, a good many changes had been made to meet the Association's proposals, but a number of recommendations of major importance had not been adopted. The Association followed the same procedure in regard to the draft List and Rules as it used so successfully for dealing with the Provisional List and Rules in October, and at the end of July submitted to the Home Office a memorandum as to the further modifications which were desirable in the interests of the chemical industry.

Fine Chemical Industry

In anticipation of the appointment of a Government Committee to review the key industry duties, which are due to expire in August 1936, the group not only continued its collection of production statistics, but also undertook investigations into the reasons for the importation of all fine chemicals which were brought into the country in excess of £1,000 in value in any recent year. These data proved of the greatest utility when, in April of this year, the anticipated Government Committee was appointed and the Association was asked to submit a report on the progress of the industry since the duties were imposed in 1921, and its views in regard to the future. A voluminous memorandum, supported by detailed statistical appendices, was submitted, and the facts which it contained amply justified the contention that the British fine chemical makers have made full use of the key industry duties in the national interests and have built up a strong and progressive industry. Stress was laid on the fact that the strength of the industry, which covers several thousand different products, lies in its totality rather than in its numerous constituent parts; further, that the industry is never static, but is continually developing with the introduction of new products. After examining the underlying principles of the key industry duties and of the Import Duties Act, the memorandum concluded with a recommendation that the future development of the industry in the national interests as a cohesive whole would be assured with greater security by a continuation of the Safeguarding of Industries Act. Evidence in support of the Association's case was given before the Committee by the general manager at the end of July, and at its conclusion he was asked to submit a further memorandum indicating the safeguards which would be essential in the opinion of the Association, should it be ultimately decided to transfer the key industry duties to the Import Duties Act. At the date of preparation of the Report, the Fine Chemical Group has this matter actively in hand.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, October 24

A CHEERFUL tone with business on quite a good scale is reported in the large majority of markets. Movements in values have, in all cases, been to higher figures. The business this week has been predominantly "consuming"; the speculative element being much less in evidence. In a few isolated instances of natural products values have soared to famine prices. The demand for PHARMACEUTICAL CHEMICALS has again been very satisfactory and prices are keeping well up. At the recent advance there has been a brisk call for BISMUTH SALTS, buyers apparently fearing a further rise in the metal. MERCURIALS have been in heavy demand in anticipation of an advance at no distant date. Business in BROMIDES has been good, but the hint of a rise in prices is perhaps a little premature here. An offer from the Continent of a very large quantity of SANTONIN is reported, but further inquiry made it extremely doubtful if the goods actually existed.

Crude Drugs

There has been a steady flow of good business all the week, the orders coming mostly from consumers, and, with most markets firm, full prices have had to be paid. The lack of supplies on spot in many lines is becoming acute. AGAR is still selling well on spot and near afloat at full prices. CURAÇAO ALOES are extremely scarce and firm. Further good sales of BUCHU reported; few remaining bales held for higher prices. There has been a good demand for CASCARA SAGRADA, very few shipment offers being received. Norwegian COD-LIVER OIL shipments show a big decline so far this season, due, it is stated, to loss of the Italian market. COLOCYNTH is scarce and dearer on spot, and nothing quoted for shipment. Spanish and Portuguese ERGOT has reached very high values and continue firm and very scarce. The small supply of Russian is sharply dearer on spot. GENTIAN tends to firm up. West African GINGER shows a further sharp advance. MATTO GROSSO IPECACUANHA is firm and in very short supply. MENTHOL is not the market it was, but spot and near afloat positions are steady with business fair. A good demand for OPIUM on spot is recorded. Florentine ORRIS root, old crop, is sharply dearer and short. SEEDS, generally, are fully steady and fairly busy markets. The spot value of SQUILL has jumped substantially. BEFS' and CARNAUBA WAXES are quoted dearer, spot and forward, with supplies well below normal.

Essential Oils

General business has been on a very fair scale and, on balance, prices are fully maintained. ANISE (STAR) has sold well on spot. The BERGAMOT market continues active and is firm at the further advance. Dutch CARAWAY is dearer to come forward. The spot demand for cases of CASSIA has been brisk and supplies are now difficult to locate and quoted dearer. EUCALYPTUS is selling well. Interest in Sicilian LEMON is general and prices are being well maintained; supplies of the Californian oil have been exhausted. French Guinea ORANGE has been in brisk demand on spot and stocks are now very limited; shipment offers of new oil have been very keen in some quarters. The Californian oil has been advanced and is now at an unattractive figure. Japanese PEPPERMINT is steady and in fair demand on spot and near afloat with supplies short; the shipment market has been dull and is none too steady. INDUSTRIAL CHEMICALS have sold well. LEAD ACETATE is much dearer. Following the recent advances, RED and WHITE LEAD are slightly easier.

Exchange Rates on London

The following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	October 24	Value of the £
Amsterdam ...	Fl. to £	12·107	7·24 ³ / ₄	12/0
Berlin ...	Mks. to £	20·43	12·23	12/0
Brussels ...	Belgas to £	nominal	29·22	16/8
Copenhagen ...	Kr. to £	18·159	22·40	24/8
Lisbon ...	Esc. to £	110	109 ³ / ₄	19/11 ³ / ₄
Madrid ...	Ptas. to £	25·22 ¹ / ₂	36	28/5
Milan ...	Lire to £	92·46	60 ⁷ / ₁₆	13/1
Montreal ...	Dol. to £	4·86 ¹ / ₄	4·98 ⁵ / ₁₆	20/5 ¹ / ₂
New York ...	Dol. to £	nominal	4·91 ¹ / ₁₆	20/2 ¹ / ₄
Oslo ...	Kr. to £	18·159	19·90 ³ / ₄	21/11
Paris ...	Fr. to £	124·21	74 ¹ / ₂	12/0 ³ / ₄
Prague ...	Kr. to £	164·25	118 ¹ / ₂	12/0 ¹ / ₂
Stockholm ...	Kr. to £	18·159	19·39 ¹ / ₂	21/4
Warsaw ...	Zloty to £	43·38	26 ¹ / ₁₆	12/0
Zurich ...	Fr. to £	25·2115	15·10	12/0 ¹ / ₄

Bank rate 2 per cent.

Pharmaceutical Chemicals, etc.

AMIDOPYRIN.—Dealers report fair spot business and not so much cutting: crystals, five cwt., 18s. 0¹/₂d.; two cwt., 18s. 5¹/₂d.; less than two cwt., 18s. 10¹/₂d. per lb., with powder 2¹/₂d. per lb. extra.

BARBITONE.—Fair amount of spot business, with dealers' prices steady: spot, one cwt., 15s. 3¹/₂d.; 56 lb., 15s. 8d.; smaller parcels, up to 16s. per lb.

BENZOIC ACID (B.P.).—Average business, with makers' prices unchanged: quantities, ex works, 1s. 9¹/₂d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BISMUTH SALTS.—Makers' scales of prices for these salts continue at the recent advance: carbonate, one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d., less than 8 lb., 8s. 6d. per lb., carriage paid.

BROMIDES.—Very fair inquiry continues, with values keeping steady: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; small quantities, 2s. 5d. per lb.; potassium, B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7d.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium, B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., net, without engagement. Special prices for larger quantities.

CHLORAL HYDRATE.—Makers' prices are fully steady: duty-paid crystals, in 14-lb. free containers, five cwt., 3s. 1d.; one cwt., 3s. 2d.; 28 lb., 3s. 3d.; 14 lb., 3s. 4¹/₂d. per lb.; 28-lb. jars one penny per lb. extra.

CITRIC ACID (B.P. CRYSTALS).—The market is keeping steady at former values: British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

CREAM OF TARTAR.—Rather more inquiry and steadier: British material, 99 to 100 per cent., 79s. per cwt., less 2¹/₂ per cent. discount. Dealers' prices for foreign material competitive.

IODIDES.—There has been a very good demand and the market is quite steady: potassium iodide, B.P., one cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb.

MERCURIALS.—Market is very steady and tends to advance; business on a good scale: chloride, B.P., one cwt., 4s. 9d.; smaller quantities, from 4s. 10d. per lb.

METHYL SALICYLATE.—Inquiry continues on a good scale, quoted at former figures: spot, ten cwt., 1s. 5d.; five cwt., 1s. 5¹/₂d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities, in bottles, up to 2s. per lb.

PHENACETIN.—A modest business passing, with quotations remaining at low levels: crystals or powder, bulk quantities, 2s. 7d. to 2s. 8d.; smaller parcels, 2s. 9d. to 3s. per lb.

PHENAZONE.—Rather more inquiry on spot and quotations tend to be steadier: crystals, five cwt., 8s. 9¹/₂d.; two cwt., 9s. 0¹/₂d.; and less, about 9s. 3d. per lb., with powder 2¹/₂d. per lb. extra.

QUININE SALTS.—Convention scales of prices continue steady; business about normal: sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8¹/₂d.; salicylate, 2s. 9¹/₂d.; hydrochlor., 2s. 7¹/₂d.; bihydrochloride, 2s. 10¹/₂d.; hydrobromide, 2s. 7¹/₂d.; bihydrobromide, 2s. 10¹/₂d.; valerianate, 3s. 7d.; hyposulphite, 3s. 10¹/₂d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities; 100-oz., tins free; smaller packing extra. For shipment business the war risks rate of insurance is for buyer's account.

RESORCIN.—British material is quoted steadily: crystals, one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., 6s. per lb.

ROCHELLE SALTS.—Makers' prices continue at the advance recorded last week:—

	Pulv. Sod. Pot. Tart. B.P.	Pulv. Seidlitz	Double Seidlitz
	Per cwt. s. d.	Per cwt. s. d.	Per cwt. s. d.
Under 1 cwt. ...	82 6	66 3	73 3
Under 5 cwt. ...	80 0	64 3	71 3
Not less than 5 cwt. in one delivery	77 6	62 6	69 0

Soda Pot. Tart. cryst. at 2s. 6d. per cwt. extra to powder. Special prices for quantities. Contracts are accepted subject to a rise and fall clause. The previous market alteration was on August 30, 1934.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Continues steady at makers' prices, business fair: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Convention rates are maintained, limited business: spot, crystals, two cwt., 3s. 6d.; one cwt., 3s. 6½d.; 56 lb., 3s. 7½d.; smaller parcels, up to 4s. per lb.; powder, 2½d. per lb. extra.

SANTONIN.—Prices from first-hands steady; some outside cheaper sellers. Not less than 50 kilos., £35 12s. 6d.; not less than 25 kilos., £36 1s.; less than 10 kilos., £36 9s.; not less than 3 kilos., £36 17s.; not less than 1 kilo., £38 13s. 6d.; less than 1 kilo., £39 13s. 6d. Special prices are in operation for export to all markets.

SODIUM BENZOATE (B.P.).—Steady inquiry, with quotations for bulk quantities keen: one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 1s. 10½d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Modest business: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—A very fair business is reported, with quoted prices maintained: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SULPHONAL.—Dealers are doing rather more business on spot: crystals or powder, two cwt., 15s. 5½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market is keeping steady at the recent reduction: British makers quote at 1s. per lb., less 5 per cent. discount. Dealers offering foreign material at competitive prices.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Small business continues on spot: synthetic, fine white, one cwt., 5s. 9d.; 56 lb., 5s. 11½d.; 28 lb., 6s. 3½d.; 14 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 3d.; 56 lb., 8s. 6d.; 28 lb., 9s.; 14 lb., 10s. per lb.

VANILLIN.—A steady business is being done and Convention prices are operating: ex clove oil or guaiacol, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

AGAR.—There is still a good business being done, with the demand mostly for spot and near afloat, and stocks for these positions are now restricted: spot, Kobe No. 1, 3s. 6d.; No. 2, 3s. 2d.; Yokohama, No. 1, 3s. 2d. per lb.; shipment, Kobe No. 1, 3s.; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 8½d. per lb., c.i.f. New crop, February-March, Kobe No. 1, 2s. 2½d.; No. 2, 2s. 1½d.; Yokohama No. 1, 2s. 1½d. per lb., c.i.f.

ALOES.—The Cape product is steady but in quiet demand. There is plenty of inquiry for Curaçao, but a lack of supplies. The shipment market is still practically nominal owing to absence of offers from the source. One re-sale parcel is reported to have changed hands at about 100s., c.i.f. Cape, spot, 50s. for prime in boxes; shipment, boxes, 45s.; cases, 50s. per cwt., c.i.f. Curaçao, spot, 102s. 6d. to 112s. 6d., if available; shipment, nominal. No firm offers, but one lot was quoted at 105s., c.i.f.

BARRASCO ROOT.—A parcel testing 5 per cent. rotenone is available at 1s. 2d. per lb., duty paid. Inquiry remains slow.

BUCHU.—Some nice sales have been made this week and 1s. 3½d. has been paid, and bids at that figure have since been refused, 1s. 4d. being required for the extremely limited stocks now on hand. Ovals, nominal with practically nothing offering.

BURDOCK ROOT.—Dealers are offering some small parcels on spot at about 45s. per cwt. Limited sales.

CAMPHOR.—Spot and forward, the market continues steady, but business has not been quite so good: tablets, 2s. 6d.; powder, 2s. 4½d.; slabs, 2s. 4d. per lb.; shipment, tablets, 2s. 3d.; powder, 2s. 2d.; slabs, 2s. 1½d. per lb., c.i.f. English refined is still unchanged; flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz., ½ oz. and 1 oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—The better tone in Chinese recorded last week is maintained, fair inquiry: spot, Russian, 6s. 9d.; Chinese, 2s. 6d. to 2s. 8d. per lb., as to quantity; shipment, 2s. 6d. per lb., c.i.f.

CASCARA SAGRADA.—There has been a good deal more inquiry and prices are now fully steady. Shipment offers are very restricted and firm at 38s. 6d. per cwt., c.i.f., for car-load lots. On spot, 1934 peel, 41s.; 1933 peel, 47s.; 1932 peel, 53s. per cwt.

CHAMOMILES.—About average demand, with values steady at 115s. to 135s. per cwt., as to quantity, for new crop flowers. Some off-colour at rather lower figures.

CLOVES.—Market remains rather quiet, values unchanged. Zanzibar, spot, 7½d.; shipment, October-December, 6½d. per lb., c.i.f. Madagascar, in bond, 6d.; shipment, October-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended October 19 were *nil* and the deliveries 1, leaving a stock of 2,903. From January 1 to date the landings of Zanzibar have been 2,960 and the deliveries 3,151. Landings of Madagascar for the week ended October 19 were 414, and the deliveries 110, leaving a stock of 1,616. From January 1 to date landings of Madagascar have been 3,753 and the deliveries 2,371 packages.

COCONUT (DESICCATED).—Values have again advanced, but business is now quieter: spot, fine, 25s. 6d.; medium, 25s. 6d. per cwt.; shipment, halves, October-December, 24s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports market continues steady. Exports to October 5 totalled 66,807 barrels, compared with 75,612 barrels at the same date in 1934 and 75,860 barrels in 1933. The decline in shipments this year is stated to be due to the failure of the Italian market. Shipment, finest Lofoten steam refined non-freezing medicinal oil, 91s. per barrel, c.i.f. London; spot, in small lots, 132s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 110s. to 112s. 6d. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

COLOCYNTH.—Very little available on spot and nothing much offering for shipment. One parcel is reported in bond and quoted at 21s. per lb.

ERGOT.—Further sharp advances in values have to be recorded, and the market continues firm and practically bare of shipment offers. The one or two lots reported have been booked up to 6s. 9d. per lb., c.i.f., and a further small parcel was quoted up to 7s. 1½d., c.i.f. On spot a very few bags of Russian are now firmly held for 4s. 11d. to 5s. per lb. There is still no reliable news as to the Russian crop. Spanish and/or Portuguese on spot would be fully 7s. 9d. per lb. if available.

GENTIAN.—The spot market tends to be firmer, with some spot holders now asking up to 37s. 6d. per cwt. for small parcels.

GINGER.—Values have reached a very high level, market is rather quiet. West African, spot, 50s.; shipment, October-December, 41s. 6d. per cwt., c.i.f.; new crop, February-April, 36s., c.i.f.; Jamaican, spot, bold, in barrels, 96s. to 100s.; small grinding, from 72s. 6d. per cwt., in bags, ex store.

GUM ACACIA.—This market continues firm, and the bleached qualities are quoted dearer. Supplies generally continue restricted: spot, Kordofan cleaned sorts, 52s. 6d.; bleached, No. 1, 110s.; extra, 120s. per cwt.; Kordofan cleaned sorts, 50s. per cwt., c.i.f.

IPECACUANHA.—The very limited supplies of B.P. quality remaining on spot are firmly held; the shipment market is nominal owing to absence of firm offers. Matto Grosso, firm at 5s. 6d. per cwt., spot.

LIQUORICE ROOT.—A steady business in natural root is recorded, and limited quantities are now quoted from 13s. to 13s. 6d. per cwt. Decorticated is quoted up to 45s. per cwt., spot.

LYCOPodium.—Dealers' prices for treble sifted is fully steady at 4s. 6d. per kilo., in small parcels.

MANNA.—Finest selected flake is now in limited supply on spot, and some holders are now asking up to 4s. 6d. in 1-lb. tins, spot.

MENIOL.—The demand has been moderate and chiefly for spot and goods near afloat, for which prices are keeping steady. The shipment market is rather easier and quite dull. K/S brands, spot, up to 14s.; in bond, up to 12s. 9d.; shipment, Japanese quotations for October-December are about 12s. 1½d. per lb., c.i.f., and there are re-sellers at a shade less.

MERCURY.—The Spanish-Italian group report their shipment price is firmly maintained at recent advances and that business continues on a good scale. Quoted at 50 dollars per bottle, f.o.b. Continent; spot, in small lots, £12 12s. 6d. per bottle, ex store.

OPIUM.—The demand on spot has been quite good, with quite a number of cases cleared into consumption at full prices: spot, 1s. 5d. to 1s. 5½d. per unit, duty paid.

ORRIS ROOT.—The spot market for Florentine is very firm, with supplies short. Spot is now quoted firmly up to 55s. per cwt., with sales at 52s. 6d. Old crop root is in small supply and the new crop is very lean and of small Verona type, being inferior to the old crop.

PEPPER.—Market has been dull and values show a slight loss on the week. Lampong, 3½d., in bond; shipment, November-December, 2½d.; January-March, 3½d., c.i.f. Tellicherry, spot, 5d.; shipment, November-December, 44s., c.i.f. Aleppy, spot, 4½d.; shipment, November-December, 42s. 6d., c.i.f. White Muntok, 5½d., in bond; shipment, November-December, 4½d. per lb., c.i.f.

PIMENTO.—Values are fully held at the recent sharp advances, fair business. Spot, 4½d. per lb.; shipment, October-November, 38s. per cwt., c.i.f.

RUBBER.—Following further improvement in values and a fair volume of business the market has been firm and closing a fraction higher. Standard ribbed smoked sheet, spot, 6½d.; November, 6½d.; December, 6½d.; January-March, 6½d.; April-June, 6½d.; July-September, 6½d. per lb.

SEEDS.—ANISE.—Spot, duty paid, Spanish, 70s.; Bulgarian, 33s. CANARY.—Market remains firm. Mazagan, 37s. 6d. to 40s.; Spanish,

47s. 6d. to 50s., spot, all duty paid. CARAWAY.—Dutch, spot, 42s. 6d.; duty paid, 38s. 6d., quoted f.o.b. Holland. CORIANDER.—Morocco old crop, 19s. 6d.; spot and new crop, 18s. 6d., duty paid. FENUGREEK.—Morocco sold at 14s. 9d., spot, duty paid. DILL.—Indian, 11 per cent., spot, quoted at 17s. MUSTARD.—English, 23s. 6d. to 33s. per cwt., according to quality.

SENEGAL.—Business has been none too good. Spot and forward quoted steadily at 1s. 4d. per lb.

SENA.—There is not much to comment on this week. Business has been on the quiet side. TINNEVELLY: Good green new crop leaves are offered on spot, No. 1, 6d.; No. 2, 4½d.; No. 3, 3d. per lb., ex wharf, London. Supplies of old crop leaves at slightly lower figures. ALEXANDRIAN: Markets are very steady but quiet. Best quality hand-picked pods are nominal, with No. 2's in fair supply and quoted at 1s. 6d. to 3s. per lb. Manufacturing grades continue rather firm, the arrivals of new crop have been small this season and mostly cleared. The bulk of the goods available, being parcels that have been on hand for some years.

SHELLAC.—Market has been rather dull; values about level on the week: spot, standard TN orange, 58s. to 62s.; fine orange, 90s. to 150s.; pure button, 85s. to 95s. per cwt., spot. For delivery, TN, October, 57s. 6d.; December, 58s. 6d. For arrival, TN, November-December, 63s. per cwt., c.i.f.

SQUILL.—A further sharp advance is recorded here, with the very small stocks of best white now quoted up to 42s. 6d. and seconds up to 40s. per cwt.

TRAGACANTH.—The demand for medium white grades continues on a fair scale, with quotations from £14 to £23 per cwt.; supplies of this range of qualities are limited. Intermediate grades quoted from £5 to £6 per cwt. and textile qualities from 70s. to 90s. per cwt.

VALERIAN ROOT.—The spot price for small parcels of Belgian root is quoted rather dearer up to 57s. 6d. per cwt.

WAX.—BEES'.—Spot stocks are limited and quoted dearer; shipment offers are restricted and dearer. Abyssinian, spot, 112s. 6d.; in bond, 102s. 6d.; shipment, 103s., c.i.f. Benguella, spot, 112s. 6d.; shipment, 103s., c.i.f. Conakry, spot, 112s. 6d.; shipment, 103s., c.i.f. Dar-es-Salaam, spot, 112s. 6d.; shipment, 108s. per cwt., c.i.f. CARNAUBA.—Stocks very short; quoted dearer spot and forward. Fatty grey, spot, 180s.; shipment, October-November, 170s. c.i.f. Chalky grey, spot, 180s.; shipment, October-November, 167s. 6d., c.i.f. Primeira, spot, good quality is very scarce and firm at 225s.; afloat, 220s.; shipment, October-November, 205s., c.i.f. Mediana, spot, 210s. shipment, October-November, 195s. per cwt., c.i.f.

Essential Oils, etc.

SUBSTANTIAL business is reported this week with consumers prominent. The general tone is healthy. Bergamot is again dearer, active and firm. Dutch caraway is dearer to come forward. Cassia has been in good demand on spot; supplies scarce and dearer. Cinnamon leaf is dearer forward. Sicilian lemon continues firm and in fair demand; Japanese peppermint has barely maintained its position, except for spot goods. Californian orange has been advanced sharply.

ANISE (STAR).—A revival in small orders for spot and near afloat; the shipment market remains dull: spot, leads, 2s. 1½d.; tins, 1s. 11½d.; drums, 1s. 11d. per lb., ex store; shipment, leads, 1s. 10d.; tins, 1s. 7½d.; drums, 1s. 7d. per lb., c.i.f.

BAY.—Meets with a limited spot demand, market steady: 49 to 50 per cent., 5s. 1½d. to 5s. 4½d. per lb., as to quantity.

BERGAMOT.—This market continues to be the centre of interest and considerable activity. There is little doubt the recent advances in values are by no means entirely due to the political conditions at the source, but rather to the unusually low level of stocks. It is reported that spot business has been done at varying figures and up to 8s. 3d. paid, with most holders now looking for 8s. 4½d. to 8s. 6d., and not anxious to sell. The shipment market is exceedingly difficult to negotiate; fair quantities have been booked, a good deal of which is now afloat. Inquiry at the source this week makes the price 7s. 9d. per lb., c.i.f., but there are very few offers available. Reports indicate that the coming crop is estimated to be below average.

BOIS DE ROSE.—Rather more inquiry here since the price for Brazilian has settled down at about 5s. 3d. to 5s. 4½d. per lb., spot; shipment, about 4s. 10½d. per lb., c.i.f.

CARAWAY.—As reported last week, there was a firmer tendency here, and the source now reports an advance on account of dearer seed: Dutch rectified, 10s. 6d.; crude, 10s. 1d. per lb., landed and duty paid.

CASSIA.—Plenty of inquiry on spot for case lots, but it has been difficult to locate supplies; the price has advanced up to about 4s. 8d. A parcel is due to be landed this week. Shipment is rather steadier with the quotation not less than 3s. 9d. per lb., c.i.f.

CINNAMON LEAF.—The shipment market for Ceylon oil here shows further strength, with the figure now up to 2s. 3½d. per lb., c.i.f., and firm. There are still spot sellers of drums from 2s. 6½d. to 2s. 7d., and smaller parcels up to 2s. 10d. per lb.

EUCALYPTUS.—A very nice business in the Empire oil continues to be done and prices are fully steady: Australian, 70 to 75 per cent., 11½d. to 1s.; 80 to 85 per cent., 1s. 0½d. to 1s. 1d. per lb., landed; higher prices for small lots on spot. Spanish, 70 to 75 per cent., 1s. 2d. per lb., ex store.

LAVENDER.—The shipment market is still lacking any substantial inquiry. The tone is not particularly strong, but quotations are generally unchanged: Mt. Blanc, 38 to 40 per cent., 27s. 6d. per lb., landed. Other oils of good standard quality range from 33s. 6d. for 50 to 52 per cent. esters down to 19s. 6d. for 30 to 32 per cent. Lavandin is also steady with first quality from 16s. to 18s. and second quality from 14s. 6d. to 15s. 9d. per lb.

LEMON.—Following on the recent stronger market in Sicilian hand-pressed and the substantial business transacted, the market continues firm with plenty of inquiry being received. On spot, values are now at about 7s. 3d. to 7s. 4½d. per lb., spot, for quantities; shipment quotations are indicated from 6s. 7½d. upwards, but firm offers for immediate shipment are restricted. There seems to be fair margins in spot and forward prices at the moment. The future trend of the market depends a good deal on political developments. Business in Californian is reported to have been very substantial again this week, with practically nothing left on spot. Large drums, 3s. 8d.; small drums, 3s. 8½d. per lb. Cold-pressed, in cases, 4s. 10d. per lb.

LEMONGRASS.—This article has attracted little attention here with shipment offers keeping about 2s. 0½d. per lb., c.i.f. Small spot parcels, at 2s. 6d. per lb.

NEROLI.—Very little inquiry for new crop being received. Quoted from 13s. 6d. to 18s. 9d. per oz., as to quality.

ORANGE.—Chief interest in this market during the past week has been centred in French Guinea oil. First on spot, there seems now to be very limited stocks available to meet a steady demand. The shipment market has been fairly active and it is evident there has been severe competition and price-cutting where substantial business is concerned, so much so that some of the leading importers have temporarily withdrawn from the market. At the prices at which orders are reported to have been booked, it seems the margin must be very limited, while the risk of booking orders at these extremely cheap prices, in the event of a sharp upward movement in the market, may be considerable. Filtered oil is about 2s. 1½d. to 2s. 3d., c.i.f., but there have been cheaper sellers. Sicilian oil is nominal. Californian has been in good request, but has now been advanced to figures that will go a long way to stop sales. Spot, one case, 3s. 4½d.; two or more cases, 3s. 2d.; small drums, 3s. 1d. per lb.

PALMAROSA.—There has been some nice business done this week, with shipment 5s. 8d. to 5s. 9d., c.i.f.; spot goods quoted in the region of 6s. 3d. per lb.

PATCHOULI.—Spot business has been moderate with Singapore oil quoted at about 10s. per lb. Seychelles, for shipment, 6s. 4½d. per lb., c.i.f.

PEPPERMINT.—The spot and near afloat positions continue fully steady, with the demand exceeding supplies. In the shipment market business has been unimportant, and the tone is none too healthy. Japanese shippers are asking not more than 4s. 10d., c.i.f., for November-December, and the same figure for January-March. Sellers would probably discount this price for October-December by one penny to effect sales. On spot the limited stocks have sold up to 5s. 3d. with some holders asking 5s. 4½d. Parcels near afloat are quoted up to 5s. per lb. American natural oil has met with a revival in demand, and prices are now fully steady. Good brands, 50 per cent. menthol, sold up to 2 dollars 5 cents per lb., c.i.f. Some oil, 45 per cent. menthol, booked at 1 dollar 90 cents, and other grades down to 35 per cent. menthol at 1 dollar 70 cents per lb., c.i.f.

PETITGRAIN.—Business has been of small importance: spot, 4s. to 4s. 2d.; shipment, about 3s. 6d. per lb., c.i.f.

ROSEMARY.—Market is quiet, values about steady: Spanish, first quality, about 2s. 3d.; second quality, about 1s. 9d. per lb., as to quantity. French, 3s. 3d. to 3s. 4d. per lb.

SANDALWOOD.—Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot; market is rather unsteady, with cheaper offers in some quarters, particularly for good quantities. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb. Australian, case lots, 15s. 3d. per lb.

SASSAFRAS.—Occasional spot business with natural oil quoted at about 4s. to 4s. 2d. per lb. Artificial oil at cheaper prices.

SPEARMINT.—Quotations vary here with spot from 7s. 9d. to 8s. 2d. and shipment from 6s. 9d. to 7s. 4½d. per lb., c.i.f., as to brand.

SPICE.—A little more interest in the shipment market and prices for good quality oil are very steady. Spanish, new crop, 4s. 7½d. to 4s. 9d. per lb., landed, in fair quantities. Lower grades at cheaper prices.

WINTERGREEN.—Not much inquiry. Dealers quote small spot parcels at about 6s. per lb.

WORMSEED.—Market is fairly steady with a little more doing: spot, 8s. 9d.; shipment, 8s. 3d. per lb., c.i.f.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

"Chemists' Friends" Scheme

SIR,—“Hodge” (*C. & D.*, October 19, p. 490) asks for information about the “Chemists' Friends” scheme, on the supposition that the wider the basis of distribution of an article the more is sold in each shop. I do not think any figures could be produced either to prove or disprove this—in fact, I doubt whether it would be possible to compile accurate ones; but most chemists could bear witness that their individual sales of an advertised line had decreased when that line was offered to other traders, and that whereas previously they used to buy such goods in direct parcels, afterwards it was only necessary to order small quantities from the sundries house as required. “Hodge” also asks what is to prevent other traders retaliating with a similar scheme of their own. Of course they could do so, and the obvious answer to such a move would be for the “Chemists' Friends” scheme to be extended to other goods. As always, it would remain with the public to decide whether they preferred to buy their commodities from the chemist or from a general shop. But to my mind the greatest difficulty we have to face is the attitude of the proprietors of nationally selling proprietaries; will they consent to have any of their products distributed by chemists only?

Faithfully yours,

DISTRIBUTION (21/10).

P.A.T.A. Council Election

SIR,—In a large city such as Birmingham and an industrial area like the Midlands, where every phase of cutting is bound to occur, we think that there should be a representative on such an important body as the P.A.T.A., and, moreover, one who is conversant with the cutters' schemes. On behalf of the Birmingham Branch of the National Pharmaceutical Union I would ask all electors to vote for Mr. H. H. Marshall, who has served us so well on the P.A.T.A. Council for a period of twelve years; in addition, Mr. Marshall has been very active in local price protection for an even greater length of time. Voting papers are due to arrive by an early post, and I trust electors will fill them in and post them back by return.

Yours, etc.,

J. POOLE, Chairman, Birmingham Branch of the N.P.U.
D. J. RUSHTON, Secretary.
Birmingham.

Employment with Investment

SIR,—Your comments on “Employment with Investment” (*C. & D.*, October 19, p. 479) are a timely warning to young pharmacists who have managed to save £100 or so and think they have discovered a good opportunity. In cases in which the advertiser requires a partner or an assistant with a view to purchase, conditionally on investing £100, it should be obvious that a man with an established business which is doing well is not likely to offer a share in it for such a small amount. If it is supposed to be put down as a guarantee, this can be effected through a guarantee society, which would make its own investigation; but a guarantee is not usual in the retail drug trade. When the advertisement for a chemist with a small capital purports to come from a limited company, either registered or about to be formed, the young and usually inexperienced pharmacist may well be taken in. Before committing oneself definitely, and especially before parting with any money, it is advisable to employ a solicitor; his fee will be more than saved if the concern should prove not to be genuine. In view of the stringent way in which the Companies Acts are enforced, it is rather surprising that some method has not been adopted to ensure that victimisation of this type is impossible.—Yours, etc.,

COMPANACT (21/10).

Educational Requirements

SIR,—Your correspondent “Lumbricate” (*C. & D.*, August 24, p. 262) has expressed sound common-sense views as regards the present Qualifying examination. I agree with him. A modified examination in the subjects named is all-sufficient for a man who has been apprenticed and trained in

the business. The ordinary pharmacist does not require such a highly technical knowledge. I have a friend forty-five years of age at present out of a berth, who has a small capital, is not qualified, but has had over twenty-five years' high-class dispensing experience. He is wondering whether he should devote his capital to qualifying, and what your correspondent would do under similar circumstances.—Yours, etc.,

VERTIBRATE (20/10).

Loose-leaf Books

SIR,—The ruling given in the Chancery Division (*C. & D.*, October 19, p. 474) that loose-leaf books are not books within the meaning of the Companies Acts may have far-reaching effects on the methods of book-keeping adopted by company traders, for it will mean that loose-leaf books or card-index systems will not be accepted as records or proof in any action. One can quite see why this should be so, for convenient as these systems are in time saving and ease of reference they have the one defect that leaves or cards may be lost or destroyed, or in cases where fraud might be contemplated alterations could be substituted. In pharmacy the keeping of records, is treated even more seriously abroad than in this country. A pharmacist in France showed me his new prescription book; on the first and last pages was the official stamp of the local mayor, together with the date of issue and the number of pages in the book, to obviate any possibility of erasure.—Yours truly,

FOLIA (22/10).

Legal Queries

C. O. L. (27/9) states that his neighbours have placed a water tank in the loft of their premises and, without asking permission, have fixed the over-flow pipe so that it projects over his yard. Have they any right to do this? No provision has been made for carrying off the water should an over-flow occur. [The neighbours have no right, in our opinion, to allow any part of the pipe to project over “C. O. L.'s” yard and could be compelled to remove the pipe. If the pipe is allowed to remain, against “C. O. L.'s” wishes, and water runs through it on to his land, the neighbours would, we consider, be held responsible for any damage done to his property.]

E. A. O. (25/88).—Oud view is that you have no redress in the case where the Corporation decided to alter the numbers of houses and shops. It is unlikely that any claim for reprinting labels would be met, and, in our view, it would be a waste of time for you to make such a claim. Nevertheless, there would be no disadvantage in pointing out that by making this change they are imposing a hardship on you. The only step you can take with regard to literature is to have a slip printed and pasted over the old address. This is frequently done and is not an expensive matter. Your printers would advise you. With regard to labels, it would probably be cheaper to scrap them than to attempt to change the address. You could perhaps petition the Corporation to postpone the putting into force of the numbering of the road for a reasonable time.

B. A. G. (14/9) had an apprentice who has left them to take his college course. It has been suggested that he should come to help them in the evenings after 7 p.m., on Saturday afternoons and, occasionally, during holiday periods. In return for this, they would promise to pay him £5 towards his examination fees and such additional sum as would work out at about 1s. an hour for the time that he works for them. Under such an arrangement, would the lad have to be insured under the National Health and Unemployment Insurance schemes? [In our opinion, the lad would have to be insured in the circumstances stated. If, however, the total period during which he is employed during each week is only trifling, it is possible that insurance would not be insisted upon. However, the only safe course would be to obtain a ruling from the insurance authorities.]

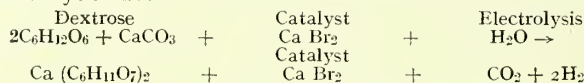
Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

W. S. G. (14/10).—COLLOIDAL DETERGENT.—A preparation similar to your sample can be made according to the following formula:—

Wheat starch	...	...	...	5
Glycerin	...	...	...	10
Alcohol	...	...	...	3
Potassium carbonate	...	...	...	2
Tragacanth	...	...	...	0.5
Water	...	...	...	to 100

S. Z. (21/98).—CALCIUM GLUCONATE.—The older methods for the preparation of calcium gluconate were by the oxidation of aldoses with chlorine or bromine. The modern process is an electrolytic one:—



The calcium gluconate which crystallises from the electrolyte is collected upon a filter and the mother liquors are returned to the cell after the addition of more dextrose and calcium carbonate.

W. B. P. (15/98).—GREENHOUSE FUMIGATION.—The chemicals for cyanide fumigations are:—

Potassium cyanide	...	...	...	1 part
Sulphuric acid (s.g. 1.84)	...	...	...	1½ parts
Water	...	...	...	3½ parts
All by weight.				

The quantity of cyanide may be taken as one ounce for 500 cubic feet in the case of tender plants and one ounce for 200 cubic feet for hardy plants. The greenhouse should be rendered as airtight as possible, the acid poured into the water contained in a large earthenware jampot, and the cyanide, wrapped in thin blotting paper, added. Fumigation should take place in the evening, and the temperature of the house should be from 30°-60° F. The plants to be treated should be dry. The greenhouse should be left closed overnight and not entered until it has been ventilated for at least an hour.

T. P. (21/98).—BATH DUSTING POWDER.—There are a number of formulas for dusting powders in "Pharmaceutical Formulas," Vol. II. The preparation most favoured at the present time is:—

French chalk	...	...	...	900
Magnesium stearate	...	...	...	50
Boric acid	...	...	...	50
Perfume	...	...	...	5

The perfumes fashionable at the present time are the aliphatic aldehydes. Perfume synthesis is also dealt with in the same volume of "Pharmaceutical Formulas," and an additional recipe is as follows:—

Bergamot	...	...	...	10
Benzyl acetate	...	...	...	10
Petitgrain	...	...	...	5
Hydroxycitronellol	...	...	...	5
Ionone	...	...	...	5
Geranium	...	...	...	2
Dimethyl anthranilate	...	...	...	2
Musk ketone	...	...	...	2
Coumarin	...	...	...	2
Vanillin	...	...	...	1
Labdanum	...	...	...	1
Clary sage	...	...	...	0.5
Aldehyde Cro (1-10)	...	...	...	2
Aldehyde CII (1-10)	...	...	...	2

The aldehydes could be increased or decreased to obtain distinctive notes.

L. F. (21/98).—SULPHONATED LOROL.—Sulphonated lorol is a mixture of the sodium salts of the acid sulphates of the alkalis, chiefly dodecyl alkali, obtained by the hydrogenation of coconut oil or of its free fatty acids. It is a white powder which dissolves in water to give a frothy solution resembling that of soap but different from it in its neutrality (*pH* is about 7), and the fact that no precipitation of calcium salts takes place with hard water. It is being fairly extensively used in shampoo powders.

A. & C. (23/98).—DILUTION OF SULPHURIC ACID.—The following is Anton's table for diluting sulphuric acid to definite specific gravities. A mixture of 100 parts by weight of water 15°-20° C. with *x* parts of sulphuric acid of 1.84 specific gravity will give an acid of specific gravity *y*.

Parts <i>x</i>	S.G. <i>y</i>	Parts <i>x</i>	S.G. <i>y</i>
1	1.009	250	1.630
2	1.015	260	1.640
5	1.035	270	1.648
10	1.060	280	1.654
15	1.090	290	1.667
20	1.113	300	1.678
25	1.140	310	1.689
30	1.165	320	1.700
35	1.187	330	1.705
40	1.210	340	1.710
45	1.229	350	1.714
50	1.248	360	1.719
55	1.265	370	1.723
60	1.280	380	1.727
65	1.297	390	1.730
70	1.312	400	1.733
75	1.326	410	1.737
80	1.340	420	1.740
85	1.357	430	1.743
90	1.372	440	1.746
95	1.386	450	1.749
100	1.398	460	1.754
110	1.420	470	1.757
120	1.438	480	1.760
130	1.456	490	1.763
140	1.473	500	1.766
150	1.490	510	1.768
160	1.510	520	1.770
170	1.530	530	1.772
180	1.543	540	1.774
190	1.556	550	1.776
200	1.568	560	1.777
210	1.580	570	1.778
220	1.593	580	1.779
230	1.606	590	1.780
240	1.620	600	1.782

R. & S. (9/98).—STANDARD SOAP SOLUTION.—Dissolve 10 gm. of hard soap in 1 litre alcohol 35 per cent. 1 c.c. of this solution will contain soap approximately equal to 1 mgr. CaCO₃. To standardise to this equivalent dissolve 1 gm. powdered marble or calcium carbonate in slight excess of hydrochloric acid, evaporate to dryness and redissolve in distilled water, q.s., to 1 litre. Take, say, 12 c.c. of this solution, add water to 100 c.c., and then soap solution, q.s., to form lather as above. Adjust the soap solution until 13 c.c. are required. (100 c.c. of distilled water alone would consume approximately 1 c.c. of the soap solution in forming a lather.) London tap water varies between 15° and 17°.

Retrospect of Fifty Years Ago

Reprinted from
"The Chemist and Druggist," October 15, 1885

Postal Changes

The reduced rates for telegrams are a great boon both socially and commercially. An indirect advantage of no mean value which they are likely to have is that of cultivating the art of condensed expression. . . . Any number of words up to twelve may now be telegraphed for 6d. . . . Words beyond twelve are charged ½d. each. . . . A considerable addition to the telegraph revenue will be raised by the large number of firms who now register their telegraphic addresses, paying 21s. a year for the advantage. A list of a great number of such telegraphic addresses of drug houses, etc., is given on another page, and we hope to make this more perfect for reference in our coming Diary.

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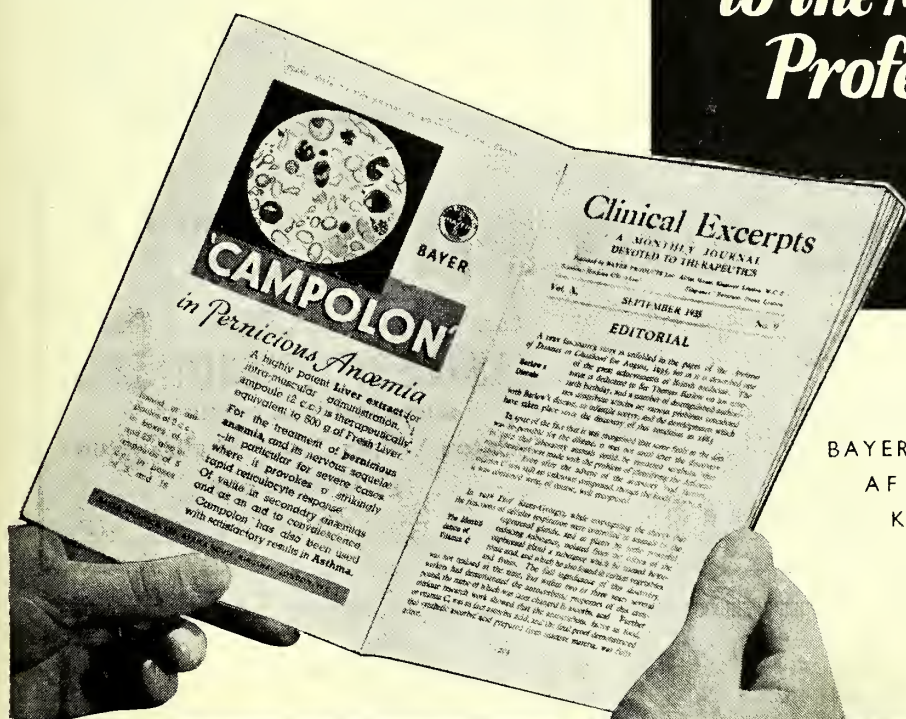
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SKIN LOTION	1/3	11/8
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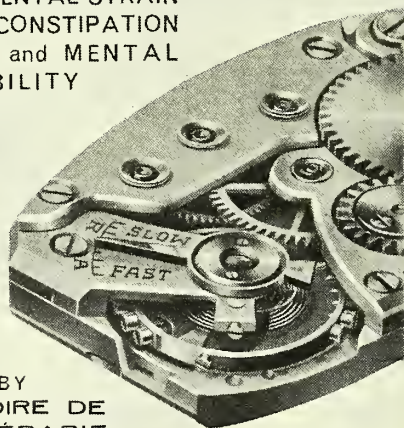
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72.8%

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Discount off Retail Prices	25% Monthly Account, or 33½% Cash with Order.	Cash with Order
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For destroying Blackbeetles, Cockroaches, Crickets, &c.

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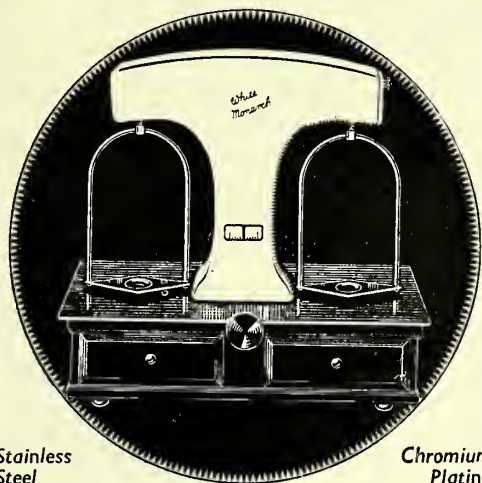
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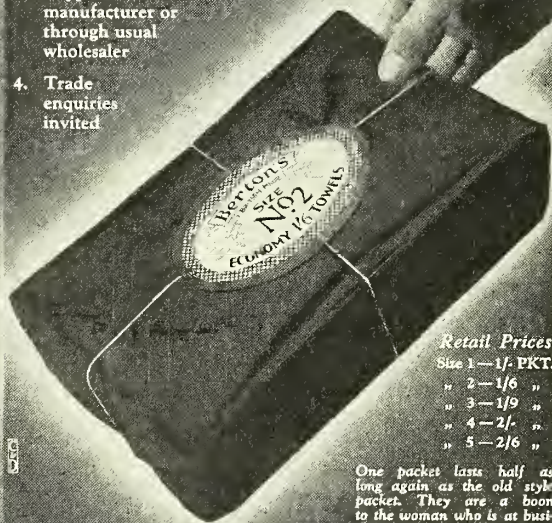
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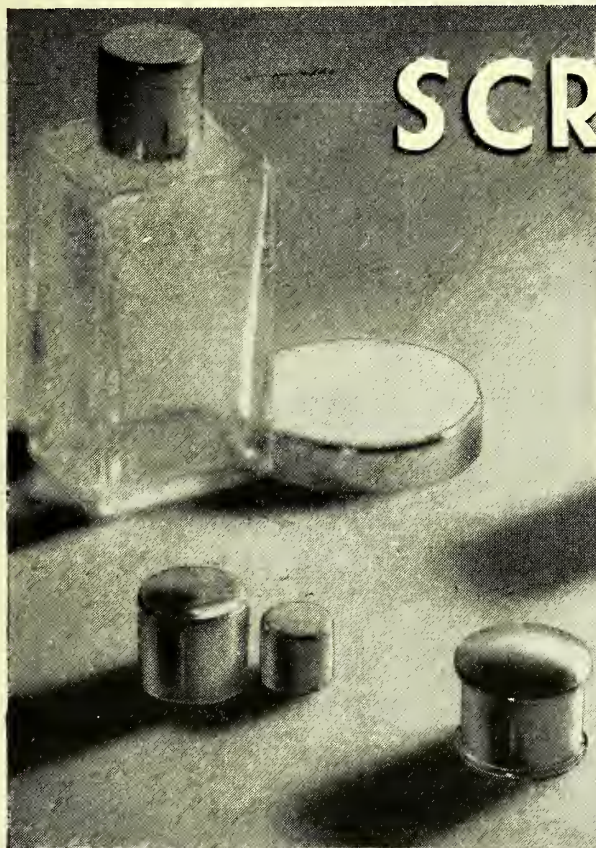
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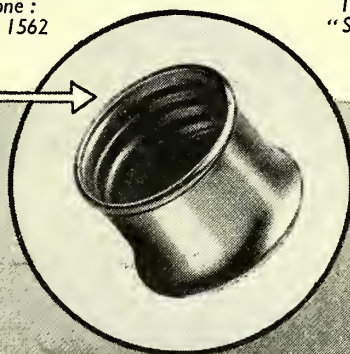
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OCTOBER 26,
1935

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6.—MIDDLESEX.—General Retail Business with increasing turnover, 1935 will reach £1,200 under the management of a lady; main-road position; stock and fixtures worth £360; large house with garden; held on long lease; price £600 or offer; scope for large increase.

7.—LONDON, S.W.—Good-class Retail Business; takings last year under management £3,200, this year shows an increase; long lease; price about £500 for lease and goodwill plus stock and fixtures at valuation, under £2,000 in all.

8.—BLACKHEATH (NEAR).—Cash Retail Business occupying good position; takings about £1,300 per annum under management; stock and fixtures worth £750; long lease at reasonable rental; price asked £750 all-at; part payment terms entertained.

9.—LONDON.—Messrs. Ascotts Pharmacies, Ltd., are prepared to dispose of a number of their branches; particulars will be forwarded upon application; opportunity worth while taking advantage of.

10.—EAST END.—Cash Retail Business taking £750 per annum under aged management; net profit 22½ per cent.; living accommodation; very low rental; price all-at £250; ill-health causes immediate sale.

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12.—EDGWARE.—General Cash Business for sale; takings average £18 per week under management; scope for considerable increase; good panel; stock worth £200; flat over at present sublet at £1 rs. per week; price about £400-£425 all-at.

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15.—ESHER (NEAR).—Good Middle-class Business for sale taking over £1,100 per annum; good prices; stock and fixtures worth about £575; flat over; price about £600 or near offer.

16.—ROMFORD (NEAR).—Cash Retail Business with Wireless; net profit last year over £400; stock worth £300; price all-at £750; low overheads.

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18.—MIDLANDS.—Wholesale and Retail Business; takings over £10,400 last year; excellent profits; freehold also for sale; price of business about £1,250 for goodwill plus valuation terms.

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(C3) FIFESHIRE.—Old-established retail business with property; present returns approximately £1,300 per annum; excellent scope for further considerable development, as the premises occupy a leading position in the main shopping centre; further particulars upon application.

(C4) ILFORD.—Prominently situated; net profit approximately £600 per annum; living accommodation; reasonable purchase price for quick sale, which is desired owing to other interests.

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(C11) WESICLIFE.—Splendid opportunity for enterprising chemist to acquire good progressive family business in prominent residential district; accountants' figures; turnover for last year, £1,363; net profit, £335; rent, £100, including good house; first reasonable offer secures; well recommended from personal knowledge; part of purchase money could probably be raised on loan if desired.

(C12) LANCASHIRE TOWN.—Double-fronted main-road pharmacy situated in central position; certified turnover for 1934/35, £1,620; net profit £450; excellent living accommodation; property can be purchased or taken on lease; reasonable goodwill accepted, plus value of stock and fixtures.

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BIRMINGHAM.—Unqualified Assistant (Gent.) for busy N.H.I. and Counter; quick, reliable Dispenser; state experience, when disengaged and salary expected. 44/24, Office of this Paper.

BUCKS.—Wanted, Junior Unqualified Lady who has served apprenticeship for Dispensing and Packing; accustomed to good-class business. Apply 44/31, Office of this Paper.

LONDON.—Qualified Assistant required shortly, with knowledge of Photography. Apply by letter, stating age, experience, when free and salary required, to the Secretary, Shadforth Prescription Service, Ltd., 49 King William Street, E.C.4.

LONDON, N.10.—Required, Improver or Junior Assistant (preferably just out of apprenticeship or wishing to complete); must be quick and accurate; moderate wage outdoors; good chance to gain excellent experience. T. J. Morris, M.P.S., F.S.M.C., 20 St. James' Parade, Muswell Hill.

MANCHESTER.—Lady Assistant wanted at once, with experience in Window-dressing, Counterwork and Dispensing; give full particulars of experience and salary required. Beal, 446 Rochdale Road.

SHEFFIELD.—Immediately; Qualified (about 26), Male, for Counter, quick Cash trade and Photographics; outdoors; no Sunday duty. Full particulars and photo to H. G. Williams, 118 The Moor, 1.

WEST END (near Trafalgar Square).—Wanted, Improver or Junior for 3 hours daily, 4 p.m. to 7 p.m. (Saturdays excepted); must have had best-class experience; suit minor student. Write, giving particulars, etc., to 44/6, Office of this Paper.

ASSISTANT, male or female; Dispensing, Counter, etc., for branch (Holborn). Apply Head Office, Bewells, Ltd., 19-21 Pitfield Street, N.1.

ASSISTANT, Unqualified, just out of apprenticeship would suit; time allowed for study if necessary; either sex; good-class business; permanency. Fullest particulars, and salary, to Robertshaw, Chemist, Chertsey, Surrey.

JUNIOR Assistant required for good-class business; smart appearance; good Salesman and Window-dresser; enclose full particulars of experience, references, and enclose photo if possible. Grinstead, 75 High Street, Maidenhead.

JUNIOR or Improver for quick Cash business; good Window-dresser, Counterman, with all-round knowledge, including Dispensing (outdoors); usual London hours, with Thursday all day off one week in four. Apply by letter, giving usual particulars, Milner, 209 Trafalgar Road, Greenwich, S.E.10.

JUNIOR or Improver required for our Chiswick branch. State usual particulars regarding age, height, salary required and photo, to be returned, to Secretary, Churchills Chemists, Ltd., 350 High Road, Tottenham, N.17.

LADY Assistant, Unqualified; accustomed to good Toilet trade; state age, experience, height, salary required, enclose photo or snap; say when disengaged and give references. Croasdale, Chemist, Bury St. Edmunds.

LADY required as Second Assistant; Dispensing and a good Counter manner essential. Apply, giving full details of training and experience, to Miss Hutcheon, Brearey & Son, 10 Prospect Hill, Douglas, Isle of Man.

M.P.S.—LADY or Gentleman for London Pharmacy; moderate initial salary, but good prospects; shorter hours possible for applicants desiring to continue studies, etc. Write full particulars, age, lowest commencing salary, when free, time required free (if any), 268/712, Office of this Paper.

QUALIFIED Chemist required as Superintendent; elderly gentleman would suit; light duties; London, E. 42/5, Office of this Paper.

QUALIFIED Man; live on premises; or Lady; age, experience; salary moderate; obliging, civil business-getter; good worker's opportunity; business shrunk owing to recent illness and inattention; nice growing district; Manchester, 6 miles; references. Nowell, 70 Parrin Lane, Monton, Eccles, Lancs.

QUALIFIED Manager, young, married, required immediately for West Riding branch; living accommodation available. Full details of experience, age and salary required, etc., to 268/708, Office of this Paper.

SMART Junior Assistant (male); must be quick, capable and accurate Dispenser, good Window-dresser and Salesman. Apply by letter, giving full details age, experience, references and wages required, N. D. Desborough, Proprietor, Clark & Co., 97 High Street, Dorking, Surrey.

THE London Co-operative Society require the services of a fully experienced Qualified Branch Manager for a new department they are opening in the near future; progressive position. Apply in first instance by letter, stating full particulars, to The Pharmacy Manager, 24 Martin Street, Stratford, E.15.

UNQUALIFIED Assistant required for middle-class business in West Middlesex; must be a tactful Salesman and good Window-dresser; some time off may be arranged for study; interview required. Write, giving usual particulars, 45/37, Office of this Paper.

WANTED.—A Qualified Chemist; smart appearance, energetic; good Salesman and Window-dresser, capable Dispenser; state age, salary, experience and when able to commence duties. Kaits, 77 High Street, Camden Town, London, N.W.1. Telephone enquiries not answered.

WANTED.—Qualified; elderly; single; comfortable position; easy hours; chiefly N.H.I.; as superintendent; wanted at once; Lancashire district; permanency for suitable man. Apply, with usual particulars, to Camphor, 44/34, Office of this Paper.

WANTED.—Qualified Junior Assistant; Lady preferred; for Mixed Middle-class business, with N.H.I. 45/5, Office of this Paper. 'Phone: Tottenham 4464.

WANTED.—Qualified Lady Assistant; must be accurate Dispenser, keen at the Counter and of smart appearance. Reply, stating age, height, references, wages required, when free, photo if possible, to Woodlands Chemists, Ltd., 34/40 Ludgate Hill, E.C.4.

YOUNG Unqualified Male Junior Assistant wanted for Southern County. References, experience, age, wages required and other particulars in first letter to 45/14, Office of this Paper.

WHOLESALE.

A SMART Salesman is required, one used to calling on Hair-dressers; London and Home Counties; car essential; cash guarantee required; wages and commission; call any morning as soon as possible; no telephone inquiries. Kerka P. W. Ltd., Agincourt Road, London, N.W.3.

JOHN RICHARDSON & CO., LTD., require the services of an experienced Assistant for their Dry Department. Applicants will please furnish full particulars by letter to Evington Valley Road, Leicester.

REPRESENTATIVE (car-owner) required for well-known London firm for Suburbs, Home Counties and South Coast; salary, expenses and commission; previous experience and established connection (with Chemists only) essential; age 30-40. Send full particulars and photo (which will be returned) to 44/27, Office of this Paper.

REPRESENTATIVE (young Pharmacist preferred) for Midland Counties, to carry Trusses, Belts, Hosiery and Surgical Appliances; experience not absolutely essential. Only gentleman able to provide first-class references need apply, giving age and full particulars, to 40/1, Office of this Paper.

REPRESENTATIVES wanted (on commission) to carry additional lines by well-known Manufacturing Chemists (established over 20 years); having a sound connection amongst Chemists, etc.; prepared to share expenses with traveller owning car; state experience, ground covered and lines carried. 44/42, Office of this Paper.

TABLET Making and Granulating Hand (young) required by firm of Manufacturing Chemists near London. Reply, stating age and wages expected, and giving details of experience, 268/711, Office of this Paper.

WANTED.—Capable and experienced woman Overseer, used to controlling female staff and good Stock-keeper, for small Berkshire factory making Beauty Preparations, Toilets, Perfumery and Soaps. Write, giving full experience, age and salary required, to The Cyona Co., Ltd., Didcot, Berks.

WANTED.—Travellers, with good connection amongst Medical Men, to Represent valuable Sideline; reply in strictest confidence. 44/46, Office of this Paper.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

WORKING Foreman possessing good experience in the manufacture of Pharmaceutical Preparations, capable of taking entire charge. Apply by letter, stating age and full particulars of previous experience, to Wilcox, Jozeau & Co., Harp Works, North Circular Road, N.W.2.

XMAS.—Representatives required who wish to carry an additional outstanding line. Please write to: Promedico, 22 Turle Road, N.4.

4 REPRESENTATIVES required on part expenses and liberal commission: (1) Birmingham area, (2) Notts, Derby, Leicestershire, (3) West of England, (4) London area; attractive range of well-known Proprietaries; no objection to carrying additional non-competitive lines. Full particulars to 268/707, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

M.P.S. (27) requires position in London or suburbs with evenings free on Tuesday and Thursday; 10 years' experience (London and country); trustworthy, reliable Dispenser, good Window-dresser; abstainer; moderate salary; disengaged. Robinson, 5 Station Road, Bromley, Kent.

A.A.—ASSISTANT, Senior, or locum; tall; highest experience and references; adaptable, reliable; quick worker; Unregistered. "Mac," Wotton-under-Edge, Glos.

A.A.—ASSISTANT (25), Unqualified, desires change; 7 years' all-round experience London, country and seaside. 44/43, Office of this Paper.

A.A.—CAPABLE and energetic Assistant; tall; Unregistered; hard worker; 30 years' experience in all capacities; at liberty October 26; permanency or locum. Haigh, 34 Ormiston Road, Shepherd's Bush, W.12.

A.A.—CHIROPODIST, M.N.I.Ch.(Lond.), M.I.S.P.; Massage and Physio-Therapy; first-class London experience; Medical recommendation; West End preferred; smart personality (age 28); salary £4 10s.; permanency. 43/2, Office of this Paper.

A.A. QUALIFIED Assistant (22); tall; smart appearance and good personality; reliable and conscientious worker; excellent high-class Dispensing and Retail experience. Osborn, Bay Tree, Loudwater, Bucks.

A.—MANAGER; smart personality; thoroughly experienced all branches (age 26); highest references; salary £4 10s.; free one fortnight; London only. 43/3, Office of this Paper.

A Ph.C. (25) requires locum or short-term engagement; all-round experience; reliable Dispenser; excellent references; N.W. Lancs preferred. Whatmough, 51 Palatine Road, Blackpool.

A QUALIFIED Assistant or Manager (56); tall; energetic; trustworthy; well recommended; disengaged; moderate salary. Pharmacist, 210A The Grove, Hammersmith, W.6.

A QUALIFIED Man for locum or permanent position in Manchester district; reliable, energetic worker; used to heavy N.H.I. 44/15, Office of this Paper.

A SSISTANT, elderly, Unqualified; 12 years last situation; locum or permanency; good appearance; 45s. weekly; disengaged. "A.", 68 Queen's Road, Southend-on-Sea.

A SSISTANT, Unqualified; Dispensing and Counter; disengaged; locum or permanency. W., 58 Northcroft Road, W.13.

A SSISTANT (24) requires part-time while studying; used to heavy Dispensing and Counter. Chapman, 31 Offley Road, S.W.9.

A SSISTANT (25), Unqualified; Dispensing, Counter; 5 years' London experience; disengaged November 4th; not afraid of work. Pierce, 37 Thurlstone Avenue, N.12.

A SSISTANT (26), Unqualified, seeks situation; 12 years' thorough experience all branches high-class Pharmacy; married; with small private income; excellent references. Cooper, 6 Station Parade, Eastbourne.

CHIROPODIST, Qualified, with 7 years' varied Pharmacy experience, requires progressive position; excellent references; good Salesman. J. Mason, 6 First Cross Road, Twickenham. Popesgrove 1776.

COMPETENT Lady, Unqualified; good appearance; energetic; excellent Pharmaceutical experience; quick at Counter; accurate Dispenser. Green, 107 Greyhound Lane, S.W.16.

DISPENSER, Hall, woman, middle-aged, wants work, indoor or out. "Dispenser," c/o 58 Brighton Road, N.16.

EVENING DISPENSING.—Male (29), Qualified; Chemist or Doctor; free all evenings; London district; any hours to suit. 44/29, Office of this Paper.

EVENING Post; Qualified; reliable; good experience all branches; highest references; moderate; London. P.C.B. 180/37, Office of this Paper.

EXPERIENCED Manager requires position in good business; good salary essential; thoroughly capable; excellent references; can take full charge; disengaged. Full particulars to Browne, 54 Westwood Street, Accrington, Lancs.

LADY Assistant, Unqualified; Counter, Dispensing, Windows; temporary or permanent; London. Swan, 22 Fairfax Road, Bedford Park, W.4.

LADY Dispenser, young, Hall Certif., desires post with Doctor or Institution; Shorthand, Typing, Book-keeping; free now; Hospital and Doctor's testimonials. "Dispenser," Dresden Vicarage, Stoke-on-Trent.

LADY Pharmacist requires post, locum or part time, Manageress or Assistant; disengaged now; good general experience. Chemist, 5 Randolph Gardens, N.W.6.

LADY, Unqualified, requires part- or whole-time position; City, West End, Suburban experience; well recommended. Gritton, Victoria 4217.

LADY (23), Qualified October, 1935, Square-trained, seeks situation as Assistant; moderate salary; S.E. London or Bromley-Dartford districts preferred. Bishop, "Dulcamara," Mottingham Lane, S.E.9.

LOCUM or Part-time; permanency preferred; all-round man; 30 years' best West-End, London and Provincial experience; unregistered; town or country. Smith, 43 Longcross Street, Cardiff.

LOCUM or permanency; thoroughly experienced; capable and trustworthy; moderate salary; disengaged. R. Lord, M.P.S., 19 Northcott Avenue, Wood Green, N.22.

LOCUM (25), until November 30; experienced; excellent references; Referred Pharmacy. Horne, 45 Park Road, Chiswick. Phone: Chiswick 3241.

MANAGER, Qualified (36); West-End and Suburban experience; free for interview any time. Beck, 193 Harrow View, Harrow. Ilford 1160.

MANAGER, Qualified, 14 years London, Midlands and South Coast, experienced in all branches, married, desires permanency; Southern Counties. 44/16, Office of this Paper.

MANAGER (27), Qualified, single, desires change; thoroughly capable and dependable; 4 years' successful management; highest references. W. A. Weare, 72 Jeffreys Road, S.W.4.

MANAGER (26) requires permanency; experienced in Buying, heavy Dispensing, Counter, Photography and Window-dressing. Field, The Mount, Skelmanthorpe, Huddersfield.

M.P.S., LONDON and Provincial experience in all branches; young; West of England or Wales preferred. 43/25, Office of this Paper.

M.P.S. (60), good, all-round Chemist, requires post soon; £4 weekly; Southend or neighbourhood preferred. c/o Stanley House, Kenneth Road, Thundersley, Essex.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

M.P.S. (24); Manager of branch or position with genuine prospects; efficient, capable; excellent references; London preferred, but not essential; at present London; good-class business. Thorp, Montjoie, Savile Close, New Malden.

M.P.S., 15 years' Managing and Buying experience, desires Miller, Beechcroft, Shortway, Amersham.

M.P.S. (27), single, tall, desires change; position with more scope; 11 years' all-round experience; 3 years as Manager; excellent references; not afraid of work; London or district preferred. Addis, 5 Farm Walk, Temple Fortune, N.W.11.

NEWLY Qualified, male, desires further experience in Dispensing and Counter work; used to N.H.I. Dispensing. O. Falshaw, "The Gables," Thornton Avenue, Morecambe.

ON MERSEYSIDE.—Smart young Man (28), as Manager or Qualified Assistant; dependable and a good worker. N. R. Walling, Cross Pharmacy, Buckley, Chester.

PART- or whole-time position; London district; Qualified; over 40 years' experience; active; reliable; salary 2s. per hour. 44/32, Office of this Paper.

PART-TIME post required by Unqualified Assistant, Saturdays all day, and occasional evening if required; N. London. 44/18, Office of this Paper.

PORTSMOUTH or Near; 16 years' Qualified experience as Manager; three in family; free shortly. 249 Laburnum Grove, Portsmouth.

QUALIFIED Chemist and Optician, thoroughly experienced, with sense of responsibility, wishes to meet established Chemist view to working up Optical practice to mutual advantage, with employment in Pharmacy meanwhile as Manager or Senior, within next few months; own Optical stock and equipment; Southern or Western County, not London or suburbs. 45/20, Office of this Paper.

QUALIFIED; experienced Counter, Dispensing, Toilets, Photos; good Prescriber; Managing ability; desires post in Good-class Pharmacy, where mature experience would be of use; town or country considered; free shortly. "Pharmacist," 3 Stuart Road, Acton, W.3.

QUALIFIED; good all-round experience; West-End Dispensing; undeniable references; £3 weekly, outdoors; disengaged. "Statin," 44/22, Office of this Paper.

QUALIFIED Lady requires post; Assistant or Manageress; permanency; disengaged; good experience. P. Budgell, 38 Penn Lea Road, Bath.

QUALIFIED Lady (23) requires situation, Hospital or Retail; Bournemouth or London district; high-class Dispensing experience; capable; energetic; disengaged. P. King, "Villa Mentone," Owls Road, Boscombe.

QUALIFIED Manager (29), single, with a varied experience of many years in both town and country districts, desires situation to commence November 25th or any later date; first-class references available. F. G. Tolman, c/o Mrs. Young, The Parade, Liskeard, Cornwall.

QUALIFIED, requires Dispensing; whole or part time. "Chemicus," 7 Wellesley Avenue, Hammersmith, W.6.

QUALIFIED Scot (27), tall; 10 years' experience (London and country) Dispensing, Counter, Window-dressing; as Manager or Qualified Assistant; disengaged. "Chemist," 49 Aberdare Gardens, Hampstead, N.W.6.

QUALIFIED (26), accustomed to good-class business, experienced in Dispensing and Photographic, seeks position where opportunity of assisting in management will occur; South of England preferred. 43/1, Office of this Paper.

QUALIFIED (26); all-round experience; dependable; hard worker; quick, accurate Dispenser; London only; free. 44/7, Office of this Paper.

QUALIFIED (22), Counter, Photography, Windows, Dispensing, seeks post, locum, permanent; London or provinces. "Chemist," 28 Rusthall Avenue, Bedford Park, W.4.

QUALIFIED (23) (height 6 ft.) desires experience in good-class Dispensing business; London or Southern Counties preferred. Doble, Chemist, Bath.

QUALIFIED (23) seeks permanency, London or North; capable of taking charge; excellent references; good-class business; free now. 43/6, Office of this Paper.

QUALIFIED (22), Square trained, desires position; permanent or winter only; London and provincial experience. John Sanger, 15 Bushby Avenue, Broxbourne.

QUALIFIED (27); 12 years' experience Manager or Assistant; disengaged; Lancs, Yorks, Cheshire preferred. W. Martin, 10 Agecroft Road, Fendlebury, Manchester.

QUALIFIED (32; 6 ft.), good appearance and address; thoroughly experienced all branches Wholesale, Retail, Supervision, requires change, progressive position where initiative and hard work appreciated; available short notice; unimpeachable references. 45/31, Office of this Paper.

QUALIFIED (26); 9 years' London experience Counter, Dispensing and Window-dressing; thoroughly trustworthy; references; shortly disengaged; position as Manager or Senior required. Pharmacist, 11 Earlswood Avenue, Thornton Heath.

UNQUALIFIED Assistant (29), 10 years' experience Retail and Dispensing, desires permanency; country preferred; highly recommended. "Kali," 94 Albert Street, Regent's Park, N.W.1.

UNQUALIFIED (bachelor), 25 years' experience sole control, desirous Managing small business or Drug Store. Heely, 259 Underhill Road, S.E.22.

UNQUALIFIED (24); London and provincial experience; heavy Dispensing and quick Counter. Raife, 16 Cable Street, Leman Street, E.1.

UNQUALIFIED (24), Part I; 5 years' experience City, West End. Write "N. R.," 8 Stamford Hill Mansions, N.16, or 'phone Stamford Hill 1572.

WEST END.—Part-time wanted; 2 or 3 half-days or evening work; partnership entertained. P.C.B. 180/34, Office of this Paper.

YOUNG Lady requires position in Perfumery and Beauty Preparations; thorough knowledge Chemists' patents; West End experience; excellent references. 44/45, Office of this Paper.

YOUNG Lady seeks part-time Secretarial or similar position; expert Typist and Book-keeper; Wembley, Harrow or Watford district preferred; extensive experience with West End Chemists. 45/23, Office of this Paper.

YOUNG Man (22), tall, seeks post; experience of Drugs, Counter and Packing; no Dispensing; excellent references. J. H., 201 Shernhall Street, E.17.

WHOLESALE.

A CAPABLE, responsible, well-known Gentleman (50) desires engagement to Represent firm of indisputable integrity and principles; Professional and/or Trade Propaganda; Sales; Hants and West; own car; proper credentials. "Stability," c/o General Gordon Hotel, Weymouth.

A LIVE Representative, with strongly established connection amongst Chemists, Hairdressers and Stores, whole of London, is open to consider well-known house of repute; can prove ability by actual records; own car. Particulars to Keen, 44/50, Office of this Paper.

A CTIVE Young Man, excellent Manufacturing experience, with valuable Export connection, desires situation. Jones, 18 St. Andrew's Terrace, Bradford.

A DVERTISER (34) desires position in Wholesale House, South or Midlands, as Checker or Stock-keeper; 18 years' experience; hard worker; good timekeeper; highest references. 44/40, Office of this Paper.

E FFICIENT Representative (age 31), married, connection London, Home, Eastern and Midland Counties, wishes to connect with a progressive house. 43/10, Office of this Paper.

E XPERIENCED Representative, sound connection with Chemists, Hairdressers, Wholesalers, etc., in Nottinghamshire and Lincolnshire, desires to Represent good house. 44/48, Office of this Paper.

E XPERIENCED Traveller, with Wholesale and Retail Pharmaceutical experience, having connection Wholesale Grocers, Confectioners and Licensed Hawkers, would like to represent well-known firm; expenses and commission; own car; area Southern, Western England. 43/16, Office of this Paper.

CLEAR OUT—your Old or Damaged Stock of Photo Goods.

Why keep them any longer? Turn them into CASH. I GIVE BEST PRICES for Old Films (damaged, fogged or expired dates); Packet Papers, Cards (any sizes), Old Photo Goods or Cameras, Bromide Papers, Plates (all sizes, all makes). Send any goods in the photo line. I buy all, good or bad. Cash per return. A good price for all Cameras. Send them along. **S. E. HACKETT, 23 July Road, Liverpool**

FIRST-CLASS Representative (age 35); well known; own car; real live personal connection Wholesale and Retail, particularly Lancashire, Yorkshire and Northern Counties; can command immediate business; at present with first-class house; desires change or Sales Management; in confidence. 44/17, Office of this Paper.

GENTLEMAN, wide Manufacturing experience, seeks post either in London or provinces; detailed knowledge of Surgical Dressings and Sundries Manufacture; experience in Sales and all forms of Administrative Organisation. 45/6, Office of this Paper.

GENTLEMAN (32), first-class Retail, Wholesale experience, present position 4 years, Midlands, desires position with progressive firm; indoors or Representative; excellent references. "Shenton," 85 Barker Street, Oldbury, Birmingham.

MEDICAL Propagandist and Chemists' Salesman requires change; splendid connection with the Medical profession; only first-class firm considered. 44/47, Office of this Paper.

MEDICAL Representative, 10 years' highly successful Propaganda and Sales, seeks appointment; energetic, conscientious; excellent references; commence almost immediately. 45/19, Office of this Paper.

M.P.S., EXPERIENCED all branches, would Represent Wholesale House; own car. Miller, Beechcroft, Shortway, Amersham.

PILL-TABLET Maker; 16 years' experience; knowledge of Suppositories, Pessaries and Powders; disengaged. W. Hearn, 114 Lucey Road, London, S.E.16.

REPRESENTATIVE, covering London and South, desires position with well-known house, or first-class Agency, on part expenses and commission basis; advertised lines preferred. Z., 24 Lovelace Avenue, Southborough Park, Bromley, Kent.

REPRESENTATIVE; good connection with Chemists in Surrey and S.W., S.E. London; own car; salary and commission. S. F., 166 Staines Road, Laleham, Middlesex.

REPRESENTATIVE (32); sound Pharmaceutical and Store connection Western Counties; experienced Drugs, Sundries, Toilets; own car; disengaged; interview appreciated. 44/26, Office of this Paper.

WELL-KNOWN Experienced (Retail) Traveller, with first-class connection with trade and Stores in London and Southern England, seeks re-engagement; own car. P.C.B. 180/33, Office of this Paper.

YOUNG Lady (21) seeks Office Work where 5 years' Retail experience would be of value; knowledge of Book-keeping and Filing. A., 19 Hawthorn Avenue, Thornton Heath.

COLONIAL, INDIAN AND FOREIGN.

WANTED.—Situation, South Africa or Spanish possession preferred; 45 years in Wholesale and Retail Druggists; proficient in all classes Chemicals; speaking Spanish. "Drugco," 46/1, Office of this Paper.

We desire particularly to draw the attention of Colonial and Foreign Subscribers to the fact that in cases where they require Partners, Agents or Assistants or wish to Sell their Businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given on the front page of this Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

CLEAR OUT OLD STOCKS OF BOTTLES AND JARS FOR PROMPT CASH

ANY QUANTITIES

Post Samples and Full Particulars to:—
W. SPEAKE, 68 Yew Tree Road, WALTON, LIVERPOOL

FOR SALE.

(Articles to the value of £5-£50.)

CASH Register, Printer and Adder, National make; perfect condition; snip. Write R. Brett, 72 Smithies Road, Abbey Wood, S.E.2.

MISCELLANEOUS.

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

CASH Registers, National, all kinds; total adders, ticket issuers, printers, etc.; box cash tills, fully guaranteed; no reasonable offer refused; all reliable makes bought, sold, exchanged, repaired; easy terms. Also Shop Fronts, Alterations, Fascias, Neon Signs, etc.; estimates free. Write, 'phone or call, **AMALGAMATED BUSINESS MACHINES, LTD.**, 78 Long Lane, Smithfield, E.C.1. ('Phone: National 0674.) D. Deiches, Director. Satisfaction guaranteed.

CHEMISTS' FITTINGS.—We hold an immense stock of Drug Fittings, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate Glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. **F. MAUND & E. BERG (SHOWCASES), LTD.**, Shop Fitters and Shop Front Builders, 175/9 Old Street, London, E.C.1.

CHEMISTS' Shop Fittings in Oak or Mahogany; keenest prices; 8-ft., 10-ft., 12-ft. Drug Fittings; 6-ft., 8-ft. Wall Cases; 8-ft., 6-ft. Dispensing Screens; 6-ft., 8-ft., 10-ft. Serving Counters; 4-ft. Nests Counter Drawers; All-Glass Counters; Silent Salesmen; Bottles; Window Enclosures and Glass Shelves; send for rough sketches. **GEORGE COOK**, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. 'Phone: Clerk. 5371.

SPECIAL BARGAINS FOR CHRISTMAS DISPLAY.—Silent Salesman Showcases, 6 ft. high by 2 ft. square, in Mahogany, £9; 6-ft. Sloping-fronted Mahogany Glass Display Counters with two glass shelves, £14 10s.; also Complete Set of Second-hand Fittings. Send for sketches or call **PHILIP JOSEPHS & SONS, LTD.**, 90/92 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 2191. "Pharmacy Fitters for over a Century."

TREBLE'S for Shop Fronts, Second-hand Fittings, Fascias, Show Cases, Dispensing Screens, Drug Drawers, Counters, Window Fittings. Send your requirements; personal attention; estimates to suit all; established over a century. 549 Lea Bridge Road, Leyton, London, E.10.

EXCHANGE COLUMN.

2d. per word, minimum 2s. (Box No., 1s. extra.)

FOR DISPOSAL.

(Articles up to the value of £5.)

FOR Sale to highest bidder, British Pharmacopoeia, 1864; Squire's Companion, 1877; good condition. Apply L. A. Mills, M.P.S., 189 High Street, Cheltenham.

WANTED.

ENLARGER, Autofocus Condenser type phase; state make, age and full particulars. Also a 10-gallon vertical Developing Tank; state condition of tap, etc. Orleans, 43 Green Lane, Liverpool, 13.

LARGE E.I. Bowl for hand mixing, about 3 ft. diameter. Buckley-Bowker Co., 29 Parkfield Street, N.1.

SHOP Fittings required for fairly large shop; no dealers. Full particulars, dimensions, etc., to 268/709, Office of this Paper.

Are you near the end of your Financial Year?

IF SO, DO NOT FORGET THE

C. & D. STOCK-TAKING PAD

(THIRD EDITION)

THE GREATEST TIME-SAVER IN THE TRADE

This edition differs from the first two editions mainly in the more convenient grouping of classes of goods in which grouping was found to be practicable: veterinary medicines, photographic goods and packed preparations are examples. In addition, the number of blank pages has been increased, so that there may be ample space for entering stock not readily seen to fall under any of the printed headings. Used in conjunction with the C. & D. Retail Price List it enables the chemist to do his own stocktaking quickly, cheaply and efficiently. Contains 54 sheets in pad form.

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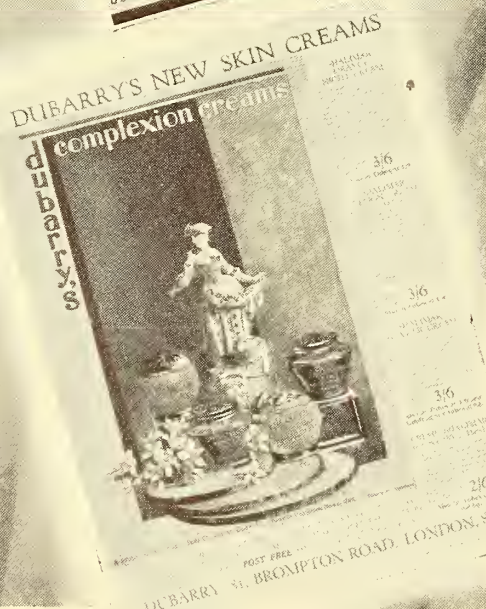
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